

CATEGORY MANAGEMENT

3-Day Training Workshop

A 3-day Category Management course aimed at experienced or developing procurement staff and potentially some key stakeholders. The course covers all aspects of our 5i[®] Category Management process.

This course enables and fully equips delegates to deliver significant business benefits around reduced price and cost, reduced supply base risk, and to unlock innovation and greater value for your most important categories of spend.

This is our most popular course and is essential for individuals embarking on, or attempting to re-establish, a Category Management program. Our experienced trainers bring the training to life using a combination of inspirational tuition, facilitated debate, group work and case studies.

This course is suitable for:

- ▶ Procurement professionals
- ▶ Junior or developing buyers
- ▶ Purchasing managers
- ▶ Purchasing leadership teams
- ▶ Stakeholders who are to support or be part of category teams

You may also be interested in:

- ▶ **Procleus[®]** – The complete online strategic procurement academy, toolkit and resource centre for purchasing professionals. Our unique Procleus digital platform enables global procurement teams to deliver remarkable benefits and unlock significant potential from the supply base. Featuring an extensive library of digital learning modules, individual competency assessment and managed learning programs alongside the complete suite of processes, tools, templates and resources for procurement and negotiation.
- ▶ **Governance** – Realize game changing benefits in your organization by making Category Management ‘the way we buy’. We can help drive in the governance framework necessary to make Category Management a highly successful contributor to business success. We will work with your senior team to implement approaches around category segmentation and prioritization, project planning and reviews, benefits tracking, capability development and internal communications.
- ▶ **In-house courses** – This course can also be delivered exclusively for your company at almost any location worldwide. We charge per event based on a maximum of 20 delegates. Course contents are modular, customizable and adaptable to meet your organization’s specific requirements. Different language options are also available.

Course Content

- ▶ Introduction to Category Management
- ▶ Achieving breakthrough results and managing change
- ▶ The STP (Situation, Target Proposal) tool
- ▶ Cross-functional teams and team formation/ project kick off
- ▶ Stakeholder Mapping and Communication Planning
- ▶ Business Requirements definition and prioritization
- ▶ Determining how to secure value (Value Levers)
- ▶ Early insights into category using Day One Analysis
- ▶ Quick Wins and Opportunity Analysis
- ▶ Supplier Conditioning
- ▶ Planning the category project
- ▶ Data gathering (internal, supplier and market)
- ▶ Getting behind suppliers price using price model and purchase price cost analysis
- ▶ Supply Chain Value Mapping
- ▶ External environment analysis using PESTLE and Porter's Five Forces
- ▶ Strategy development using Portfolio Analysis/ Kraljic Analysis and Supplier Preferencing
- ▶ Summarizing all the analysis and findings using SWOT
- ▶ Strategic sourcing options generation and evaluation
- ▶ Source Plan/sourcing strategy development and approval
- ▶ Risk and contingency planning
- ▶ Detailed implementation planning and project management
- ▶ Planning the negotiation (high level introduction)
- ▶ Managing the supplier and the new arrangements (high level introduction)
- ▶ Introduction to continuous improvement and the ongoing attraction of breakthrough and innovation

Learning Objectives

By the end of this course delegates will be able to:

- ▶ Describe what Category Management is and how it adds value
- ▶ Apply Category Management to key areas of spend
- ▶ Explain the key steps of the process and determine which tools to apply for each category
- ▶ Establish a cross-functional team and engage the business
- ▶ Define business requirements for a category
- ▶ Analyze a category and develop a breakthrough category strategy
- ▶ Create a source plan or category strategy
- ▶ Develop a detailed implementation plan
- ▶ Manage implementation and apply change management principles
- ▶ Describe how to develop contractual terms to align with the category strategy
- ▶ Begin to implement suitable arrangements for supplier management
- ▶ Manage the category ongoing
- ▶ Determine when to restart the category management process

What You Will Get

This training is delivered by two highly experienced procurement experts.

Delegates will receive:

- ▶ Full colour 5i training workbook containing summary of content from the 3 days
- ▶ Laminated 5i Category Management process
- ▶ Copies of all case studies and group work exercises, plus certificate of completion.