

Category Management 1 Day Awareness



A 1 day awareness level Category Management course aimed at stakeholders or individuals who are coming into contact with Category Management programs. This course is an ideal supplement to a wider, more advanced Category Management education program and can help to ensure that everyone who needs to be involved has sufficient understanding to participate.

The course provides an introduction to Category Management and includes an exploration of the principles of the process and what makes it so successful. The role of purchasing within organisations is also explored to help delegates understand the value that is possible and what is needed to unlock it.

During the day a series of interactive sessions explore the role of individuals to participate in the process and the things that are required for Category Management to be successful. These sessions build group and personal action plans, particularly beneficial for stakeholder groups. The course also provides an introductory level taster for some of the key tools in Category Management to illustrate buyer/seller dynamics.

At the end of the day delegates leave with an understanding of what Category Management is and how it can benefit the organisation as well as an appreciation for some of the key tools and concepts that underpin the process.

The agenda for the one day session is entirely flexible and we can develop alternative approaches to achieve specific organisational objectives or integrate the training to reflect organisation specific Category Management processes. Delegates receive a full colour manual containing a copy of all materials used and a generic (or company specific) Category Management process.

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Course Content (customisable and modular to suit your requirements)

- Introduction to the role of Purchasing in organisations and how it can add value
- Introduction to Category Management
- Achieving breakthrough results and managing change
- The principles of Category Management
- The Category Management process
- The STP (Situation, Target Proposal) tool
- Cross functional team approach and internal communications
- Determining Business Requirements
- How suppliers gain power over buyers
- Some early insights analytical tools
- Supplier conditioning
- Data gathering (internal, supplier and market)
- Getting behind suppliers price
- Understanding market places
- The sourcing strategy
- Introduction to contracting
- Implementation planning
- Planning the negotiation (high level introduction)
- Managing the supplier and the new arrangements (high level introduction)

Core Terms

We charge on a per event basis based upon a maximum of 20 delegates. Our fees include trainers and all contact, travel and preparation time, basic customisation and standard course handouts but excludes venue and facilities hire, reasonable expenses and VAT/sales tax where applicable. Certain locations are subject to fees for additional travel time (however are global network of trainers means we have most major locations covered). Unless otherwise agreed all intellectual property used in training or in handouts remains the property of Positive Purchasing Ltd and is provided on the basis that it is for use by the individual who attends the training event and only within the company concerned. Unless otherwise agreed no electronic versions of training materials will be provided and copying, transfer or distribution of any training materials is strictly forbidden. The client is responsible for the organisation of the training venue, delegate invitations, arrangements and logistics, and audio visual and training aids (as per our specification available upon request).

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