

Category Management 3 Day Advanced



A 3 day advanced Category Management course aimed at experienced or developing purchasing staff and potentially some key stakeholders. Course is structured around our standard Category Management process (or can be customised around your company specific process) with the main emphasis on all the activities leading up to implementation of a sourcing strategy.

Our experienced trainers bring the training to life using a combination of inspirational tuition, facilitated debate, group work and case studies. There are options for delegates to work on their own categories in break out sessions or gain the learning by working through a selection of carefully selected case studies based upon real life examples, tailored to the industry if appropriate.

This is our most popular course and essential for any company embarking on or attempting to re-establish a Category Management program.

Alternative options include our 4 Day Category Management training either with extended tuition on the latter stages of the process or alternatively additional workshops to apply the learning to real categories and work through the initial stages of the process. A one day Category Management Awareness and a half day Category Management Executive Awareness course is also available. Category Management training should be considered in conjunction with a customised category management process, developed around your language and the needs of your business and supporting tools and templates. We are happy to quote for these separately or for a large program talk to us regarding possible discounts on a complete process, toolkit and training package.

Phone +44 (0) 845 331 3312
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Course Content (customisable and modular to suit your requirements)

- 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 Prioritisation
- 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/Karljic Analysis and Supplier Preferencing
- Summarising all the analysis and findings using SWOT
- Strategic sourcing options generation and evaluation
- Source Plan/sourcing strategy development and approval
- Risk and contingency planning
- Contracting methodology and planning
- Detailed implementation planning and project management
- Tendering/RFP/RFQ
- 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

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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