

## Category Management Executive Awareness



A half day awareness level Category Management course aimed specifically at senior management and executive teams in companies implementing Category Management or contemplating implementing the approach. This course is designed and delivered by a Partner level specialist as an interactive workshop and combines an exploration of the principles of Category Management (including a taster of some key tools) with working sessions to relate the process to the organisation. These working sessions are invaluable in terms of helping senior individuals understand and embrace their role to support the process.

Our standard executive awareness training is half a day however this is, as with all our workshops, flexible and we can adapt the agenda and content to suit. The Executive Awareness Course would typically form part of a wider program with practitioners undertaking our 3 or 4 day Advanced Category Management training. Delegates receive a copy of materials used and a generic (or company specific) process.

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### **Course Content** (customisable and modular to suit your requirements)

- Purchasing today and how purchasing add real bottom line value
- Degrees of purchasing maturity
- Introduction to Category Management as a concept
- The foundations of Category Management
- The pillars of Category Management
- The phases of Category Management
- Achieving breakthrough results and managing change
- Taster session using Business Requirements definition
- Taster session using analytical tools
- Exploration of the Category Management toolkit
- Category Management governance structures
- The role of senior teams to support Category Management

### **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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