

P01 - CATEGORY MANAGEMENT & STRATEGIC SOURCING

LEVEL

DURATION

METHOD

Working/ Practitioner

1 day

Online Training Course

OVERVIEW

Understanding the principles of category management and strategic sourcing in greater detail is useful for public procurement staff. On completion of this course attendees will have gained a greater knowledge of the subject and understand the use of supporting tools and techniques.

AUDIENCE & FORMAT

This course is ideal for public procurement staff working in operational and strategic roles. The content is presented by a trainer, supported by group discussions and case studies. Training notes are supplied for reference.

OUTCOMES

On completion of this course attendees will:

- Be able to apply analytical tools, identify risks and opportunities, and draw appropriate conclusions
- Be able to define appropriate governance and management arrangements and related resources
- Be able to implement procurement strategies to deliver planned objectives
- Know the benefits that a Category Management approach can deliver
- Understand how to review relevant data
- Understand the purpose of category management and the role of a strategic sourcing process within a system of category management.

COURSE CONTENT

- Category management – what is it and why use it?
- Category mapping
- Category scoping
- Opportunity assessment
- Stakeholder engagement
- Market analysis
- Pareto analysis and supply positioning
- Supplier preferencing
- Market management matrix
- Developing and implementing a category plan
- Category management organization and governance

Relevant Competencies

- Procurement strategy
- Commodity, supplier and supply chain profiling
- Spend analysis
- Market and supply chain analysis

PROCUREMENT JOURNEY

- Zone A (develop strategy)