

Programme outline

Category management (SMC01)

Enhance your knowledge and skills in this increasingly important procurement area

Is it right for me?

This two-day course will develop your expertise and skills in category management, by examining tools and techniques which can be implemented in your own organisation. It is particularly beneficial to experienced procurement professionals and managers who wish to imbed category management processes in their organisation or those who have previously attended *Introduction to procurement and category management*.

What will I learn?

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

- Understand why category management is an essential procurement tool
- Appreciate the benefits of successfully implementing category management
- Decide which approaches to category management are best suited to your organisation
- Utilise a range of tools and techniques to develop category management in your organisation
- Identify an appropriate implementation strategy

What key points will the training cover?

- Rationale and principles of category management
- Assessing the main categories of expenditure
- Models for category management
- The importance of market factors on implementing category management
- Implementation of category management
- Behavioural and technical skills required to implement category management
- Making the category management approach work for your business

Programme content

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Day 1

Time:	Agenda item:
08:45	Delegate registration and refreshments
09:00	Course start Introduction
09:15	Rationale and principles <ul style="list-style-type: none">• Aims of category management• Spend analysis• Sources of added value• Change issues
11:00	Refreshment break
11:15	Rationale and principles (continued) <ul style="list-style-type: none">• Key principles Assessing the main categories <ul style="list-style-type: none">• Category trees• Approaches to categorisation
12:30	Lunch
13:30	Assessing the main categories (continued) <ul style="list-style-type: none">• Kraljic Matrix• Supplier perceptions• O'Brien Day One and Opportunity analyses Models for category management
15:30	Refreshment break
15:45	Importance of market factors <ul style="list-style-type: none">• Definitions of markets• Analysing organisations Review of day 1
17:00	Day 1 close

Day 2

Time:	Agenda item:
08:45	Delegate registration and refreshments
09:00	Day 2 start Introduction to day 2
09:15	Importance of market factors (continued) <ul style="list-style-type: none">• Porter's 5 forces• Sources of information• Data and supply market analyses
11:00	Refreshment break
11:15	Implementation of category management <ul style="list-style-type: none">• Implementation techniques• Sourcing plans• Stakeholder engagement• Conflict handling
13:00	Lunch
14:00	Behavioural and technical skills <ul style="list-style-type: none">• Key skills analysis Case study
15:45	Refreshment break
16:00	Making the approach work for you Course review
17:00	Course close