



# Procure

new skills



## Procurement and Supply Skills Training Portfolio

DELIVERED BY CIPS FOR BUSINESS

# Category Management

 14 HRS

## Is it right for me?

Category Management is a strategic approach that organises resources to focus on specific areas of spend within an organisation. The aim is to develop and implement strategic approaches that deliver long term added value. Could category management benefit you and your organisation? During this two-day course you will have the opportunity to apply the models discussed, and a key 'take away' will be an action plan that applies to you and your organisation.

## What will I learn?

As part of this course, you will have access to pre and post work activities online to help you prepare and reflect on your training. Category management has the potential to deliver value beyond traditional sourcing approaches. By utilising and applying a range of tools and techniques you will begin the foundation to develop a category management strategy for your organisation. You'll also learn how to build enhanced alignment with stakeholders and create long-term strategies for managing category spend effectively and efficiently.

## What are the learning objectives?

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

- Understand the rationale and principles of category management
- Assess the main categories of expenditure
- Use various models to manage categories more effectively
- Analyse market factors to support business decisions
- Implement category management across a number of spend categories
- Build some behavioural and technical skills required to implement category management
- Make the category management approach work for your business

## CATEGORY MANAGEMENT

### **Agenda Day 1**

Online pre-work should be completed before day 1

The virtual room will open will open 15 minutes before your session

### **Introductions and Aspirations followed by a discussion on pre-work activities**

#### **Session 1**

Rationale and principles of category management

#### **Session 2**

Categories of expenditure

#### **Session 3**

Application of category models

### **Application of model's forum**

### **Review of Day 1**

### **Agenda Day 2**

Online reflective learning should be completed before day 2

The virtual room will open will open 15 minutes before your session

#### **Session 4**

Importance of market factors

#### **Session 5**

Implementation of category management

#### **Session 6**

Review and action plans

### **Review of Day 1 and 2**

### **What's next?**

# Spot on training

A man with a beard and short hair, wearing a blue shirt and a dark blue sweater, is shown in profile looking to the right. A glowing white circle is positioned behind his head, partially overlapping the word 'on' in the main title.

## About CIPS, the Chartered Institute of Procurement & Supply

### The professional body

CIPS, a not-for-profit organisation that exists for the public good, is the voice of the profession, promoting and developing high standards of skill, ability and integrity among procurement and supply chain professionals.

### Quality guaranteed

Our qualifications are recognised by OFQUAL in England and regulators in various countries, demonstrating that they meet specific quality standards.

### The Global Standard

CIPS Global Standard in Procurement and Supply, which is freely available, sets the benchmark for what good looks like in the profession.

### A commercial organisation

CIPS helps governments, development agencies, and businesses around the world to excel in procurement and supply, supporting them to improve and deliver results and raise standards.