

Category Management in Procurement and Purchasing

Maximizing Value from Procurement & the Supply Chain

Introduction

We must combine techniques with the proper tools, procedures, and approaches in order to maximise value from procurement. You will learn an efficient category management methodology in this training session, along with how to apply it to guarantee procurement management operations that are among the finest in the industry.

The retail sector was the first to employ category management to control inventories based on consumer segmentation and profitability. These days, category management is regarded in numerous industries as a technique for efficiently organising and managing suppliers and items by applying various concepts during the inventory acquisition process.

Training for Course N Carry Category Management in Procurement and Purchasing will include:

- The comprehension of purchase, buying, and procurement processes
- Recognising the various models used to classify vendors and their goods
- How to choose the right category listing using selective inventory management
- Managing categories and separating vendors in the procurement process
- Recognise the entire cost of ownership.

Objectives

After completing this training programme in Category Management in Procurement and Purchasing, participants will be able to:

- Utilise a deep comprehension of category management in the purchasing process.
- Determine, examine, and assess procurement prospects
- Recognise the essential elements of category management
- Enhance the competitiveness of your organisation by using tools and strategies.
- Utilise your supply chain and procurement expertise to better your organisation.

Training Methodology

The participants in this intensely engaging and action-packed Category Management in Procurement and Purchasing training session will leave with extensive toolkits that they may utilise in a variety of professional situations.

Through a range of teaching techniques, team and individual exercises, group discussions, and focused team projects that address the key subjects covered in the training course, participants will improve their abilities.

Organizational impacts

Teaching the principles of Interactive Economics to your employees can help drive organizational growth and seamless operations:

- A short course that equips employees with skills for the real world
- Employees receive enhanced and economically driven decision-making skills
- Helps create better marketing strategies for higher sales
- Provides a competitive advantage by helping make calculated risks

Personal Impact

Enrolling in this course can benefit you in the following ways:

- Gain a deep understanding of the relation between human behavior and finances
- Learn modern techniques to estimate market demand and prediction
- Attain leadership, adaptability, and decision-making skills
- Analyze and understand successful market strategies

Who should attend?

A wide range of professionals can benefit from this Course N Carry Category Management in Procurement and Purchasing training course, but the following will be especially noteworthy:

- Professionals in purchasing, buyers, and procurement
- Those that must optimise supply chain and procurement value
- Individuals who require comprehension of the connections among risk, cost, and service in supply networks

Course Outline

Day 1

Recognising Category Management and Procurement

- Definition and comprehension of purchase and procurement
- What category management is defined as
- The development of category management
- Models utilised for classifying
- The factors to be taken into account in category groups
- Overseeing selective inventory control

Day 2

Using Diverse Routes to Maximise Value and Procurement Excellence

- The Roadmap for Procurement Excellence (PER)
- Category management's significance in procurement
- Enhancing value through category management
- Adding value through classification
- Exercise in class on category management in purchasing

Day 3

Recognising the Routes for Supplier Sourcing and Selection

- Re-examining traditional purchasing
- Analysis of value and risk
- The methodology for classifying inventories
- Best-value assessment
- Recognising cooperative supplier management
- Supplier Portfolio Analysis (SPFA)

Day 4

Identifying and Eliminating Category Management Obstacles

- Typical obstacles and difficulties
- Overcoming these obstacles
- Best practices for putting fresh ideas into practice
- Handling products that are sensitive to pricing
- Economic Order Quantity
- Analysis of criticality
- Selective Inventory Control (SIC) work in class

Day 5

Managing Categories and Reevaluating the Supply Chain

- Futures of supply chains: forecasts and actions required
- Enhancements for end-to-end supply chain re-engineering
- Supply chain quality and return to shareholders
- How to achieve excellence in the supply chain
- Formulating the supply chain approach
- Best practices for supply chain strategy