

CATEGORY MANAGEMENT

Category: Category Management

Course Name: Category Management: Beyond Strategic Sourcing

Course Length: 2 Days

Instructor: William L. Michels

About this Course:

This course provides the tools to develop and validate the category profile, define and execute category objectives, implement performance and compliance management plans and review performance results for key categories of spend. This course is not about strategic sourcing; it covers the end-to-end process of category management.

Recommended for: any company or organization desiring to move beyond strategic sourcing to build strong supply chain alignment, stakeholder engagement, cost and value improvement and integration with the supply chain.

Objectives:

- Provide an overview of the category management process and apply the tools
- Identify ways of optimizing value derived from categories
- Develop category metrics and create improvement plans
- Generate a supplier performance management framework for a category
- Refresh category management tools

Benefits:

- Shifted focus from “filling” business needs to understanding the source of those needs
- Increasing visibility into category spend
- Understanding of core supplier capabilities and supplier development needs
- Increased supplier collaboration
- Maximized category leverage
- Reduced risk