

## **Category Management - ONLINE**

**Level:** Advanced

### **Description**

Category management has developed as an approach to create efficiencies in procurement and to ensure a long-term, sustainable solution for both the buyer and the seller.

By developing a detailed and thorough understanding of your organization's spending patterns and through extensive analysis and intelligence gathering on the supply market, best-practice approaches can be applied to each specific category of good or services being procured. By working with internal stakeholders as well as suppliers and the industry more broadly, an organization can forecast their demand and optimize their procurement processes that ensure long-term sustainability and security of the supply chain.

This course examines and introduces the concepts of category management. It goes on to explore the concepts of undertaking a spend analysis and develop a procurement profile for the organization. It examines how and why an analysis of the supply market is required and identifies specific approaches to develop and manage specific categories of goods and services.

### **Learning Outcomes**

On completion of the course participants will be able to:

- Explain the definition of category management
- Understand how procurement activity and business requirements contribute to the formation of the category management plan
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- Understand how to develop a category management plan
- Understand how to implement a category management plan

The course aligns to the unit of competency PSPPCM017 – Plan and implement category management

### **Program Content**

**7 videos – 1 PDF download – 5.0 hours of learning**

- Introduction
- Module 1 : What is Category Management
- Module 2 : Procurement profiling and spend analysis
- Module 3 : Supply Market Analysis
- Module 4 : Developing a Category Management Plan
- Summary