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Course Name

Strategic Sourcing and Category Management Excellence

Sector Name

Procurement & Supply Chain Operations

Document Type

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Strategic Sourcing and Category Management Excellence

Course Introduction

This dynamic program combines traditional procurement techniques with modern tools, strategies, and methodologies.

The course is designed to provide you with a deep understanding of category management in procurement and how this approach delivers exceptional value. You will explore how leading companies leverage strategic sourcing and category management to enhance supplier sourcing, supplier relationship management, and overall

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Target Audience

- ✓ Analysis
- ✓ Evaluation
- ✓ Continuous Improvement
- ✓ Change Management
- ✓ Perspective Sharing
- ✓ Procurement Managers
- ✓ Head of Logistics
- ✓ Inventory Managers
- ✓ Procurement Professionals
- ✓ Supply Chains Professionals

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Learning Objectives

- ✓ Apply an exhaustive understanding of supply chain activities and category management processes.
- ✓ Identify, analyze, and evaluate procurement opportunities and strategic sourcing category management techniques.
- ✓ Utilize tools and techniques for category management solutions.
- ✓ Understand what drives your supply chain counterparts.
- ✓ Apply analytical tools for identifying procurement and category management opportunities.
- ✓ Make significant cost and service improvements in procurement category management.
- ✓ Establish a framework for continual improvement in category management certification standards.
- ✓ Implement best-in-class practices like economic profit for category management in procurement.

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Course Outline

✓ Day 01

Unit 1: Understanding Procurement and Strategic Sourcing in Category Management

- ✓ Procurement and purchasing management courses: definitions
- ✓ A vision for procurement
- ✓ The 21st-century procurement challenge
- ✓ Supply Chain Basics
- ✓ The Global Supply Chain and Its Influence
- ✓ Understanding category management in procurement: Definitions and evolution
- ✓ The foundations and structures of category management
- ✓ Procurement structure options
- ✓ Supply Chain Models and Types
- ✓ The Global Supply Chain
- ✓ Category Management definitions
- ✓ The Evolution of Category Management
- ✓ Category grouping overview
- ✓ The three aspects to be considered in the category groups
- ✓ Category Management structures

Unit 2: Maximizing Value Through Procurement and Category Management Excellence

- ✓ The Procurement Excellence roadmap
- ✓ The Purchasing Land Supplier loops

- ✓ Why we should use Category Management
- ✓ How Category Management Improves Value
- ✓ How category management builds from P2P and the procurement cycle
- ✓ The roadmap for procurement excellence
- ✓ Importance of Category Management in Procurement
- ✓ Value opportunities in strategic sourcing and category management
- ✓ The integration of varied approaches to maximize value

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Course Outline

✓ Day 02

Unit 3: Supplier Sourcing and Selection Routes in Category Management

- ✓ Revisiting traditional purchasing
- ✓ The P2P and procurement cycle
- ✓ Value and risk analysis
- ✓ The Kraljic matrix in category management procurement
- ✓ Volume concentration and best price evaluation strategies
- ✓ Low-cost country sourcing methods

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Course Outline

✓ Day 03

Unit 4: Collaborative Supplier and Category Management Training

- ✓ Objectives of Supplier Management
- ✓ Supplier and customer relationships in procurement category management
- ✓ Best practices in contract and supplier relationship management
- ✓ Benefits and improvements in supplier development
- ✓ Joint process development and value chain disruption

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Course Outline

✓ Day 04

Unit 5: Recognizing and Overcoming Barriers to Category Management Solutions

- ✓ Common challenges and conflicts
- ✓ Perception issues in procurement category management
- ✓ Skillset enhancement and best practices for category management training courses
- ✓ Overcoming barriers like fear of change and trust issues

Unit 6: The 4-Step Model for Introducing Procurement Category Management

- ✓ Comprehensive research and analysis in category management
- ✓ Designing and planning new processes and structures
- ✓ Critical questions for operation and review
- ✓ Making category management a continuous strategy

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Course Outline

✓ Day 05

Unit 7: Rethinking the Supply Chain and Category Management Certification

- ✓ Supply chain futures and predictions
- ✓ The effects of global factors like China's supply chain
- ✓ Professional development for purchasing manager training courses
- ✓ Steps to Achieve Supply Chain Excellence
- ✓ The 10 improvements for reengineering end-to-end supply chains
- ✓ Supply chain excellence and shareholder value
- ✓ Generating economic profit
- ✓ The 5 steps to supply chain excellence
- ✓ Developing the supply chain strategy
- ✓ Supply chain strategy best practice
- ✓ A vision for the future

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
March 15, 2027	March 19, 2027	5 days	4250.00 $	UAE , Abu Dhabi
May 10, 2027	May 14, 2027	5 days	5950.00 $	USA , Texas
Aug. 16, 2027	Aug. 20, 2027	5 days	4250.00 $	UAE , Dubai
Dec. 13, 2026	Dec. 17, 2026	5 days	4250.00 $	KSA , Dammam

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