

New Zealand Procurement Academy

Course Outline: Advanced Category Management (2 days)

Objectives

This course is designed to enhance the contracting professional's understanding of how organisations can apply advanced management of spend categories including supply chains. In particular it will provide a requisite tool set for managing supplier organisations' contribution to your organizational objectives.

Participants will gain the skills and techniques to build on this understanding to optimise various category spends and contract arrangements.

Who should attend

This course will benefit senior managers who are charged with managing external resources that contribute in a material way to the core operations of an organisation.

Level

This course is at the level of Intermediate – Advanced.

Program Content

This program will apply facilitated sessions, group discussion and case studies to address the following:

- identifying the different types of category spend – panel, supply chain and technical expert
- tracing the interdependencies between internal and external outputs aimed towards the end user or service taker
- assessing market maturity and identifying suitable go-to-market procurement models
- the role and value of business cases
- identifying better practice in management of suppliers and internal stakeholders within a category
- use of supplier ratings programs to aid organisational alignment
- defining strategic suppliers and understanding the importance of cultural fit assessment
- development of a category plan with measurable outputs

- using this knowledge to improve outcomes and achieve dynamic contract management

Duration

This is a two day course

Benefits to participants

At the conclusion of this course attendees will have a better understanding of how to:

- undertake a market assessment for a category
- identify interdependencies between internal and external providers
- make decisions on business cases and procurement strategies
- leverage supplier management resourcing to improve internal operations
- construct a category plan
- measure category performance

Benefits to the Employer/Organisation

The sponsoring organisations will benefit by equipping key staff with improved skills in identifying the most appropriate category management service delivery model that will optimise the delivery of designated goods and services produced by your organisation.