

A modular approach to strategic sourcing education can be achieved with a combination of shorter courses. This course focuses on the important first step of category planning and should be the first course run.

Focus: Engaging internal stakeholders in category planning
Duration: 1 day

Participants: Procurement leaders and category managers

Training method: Interactive course working on specific client categories in breakout sessions

Course Content

The main topics covered in the programme:

- Overview of business procurement strategy & plans
- Category planning process
- Business engagement
- Stakeholder identification
- Category segmentation
- Cost driver analysis
- Value lever analysis
- Opportunity prioritisation
- Category waveplan
- Internal planning

Course Benefits

At the end of the course delegates will be able to:

- Fully understand the category planning tools and templates from Smart Source Step 0
- Develop a comprehensive category plan and prioritise future sourcing activities
- Fully engage with the business in developing and agreeing the plan for the category
- Analyse cost drivers and value levers for a category
- Build an opportunity analysis matrix with stakeholders
- Develop a realistic and fully agreed waveplan of sourcing projects for the category