ADVANCED PROCUREMENT, STRATEGIC SOURCING & CATEGORY MANAGEMENT COURSE

Introduction

This Course is designed for procurement professionals seeking to develop sophisticated sourcing, category and commercial management capabilities. The programme focuses on moving organizations away from fragmented and reactive purchasing toward structured, evidence-based procurement strategies that maximize purchasing power, reduce total cost and strengthen supplier performance. Participants learn how to analyze organizational expenditure, segment procurement categories, conduct supply market analysis and develop category-specific sourcing strategies. The programme examines the complete strategic sourcing process from opportunity identification and market intelligence through supplier evaluation, commercial analysis, negotiation and supplier relationship management. The course also addresses total cost of ownership, lifecycle costing, supplier risk, procurement innovation and performance measurement. Participants will develop practical category strategies and sourcing approaches that can be applied to major organizational expenditure areas.

Course Objectives

- Apply advanced strategic sourcing methodologies.
- Conduct comprehensive procurement spend analysis.
- Segment organizational expenditure into strategic categories.
- Conduct supply market and supplier intelligence analysis.
- Develop effective category strategies.
- Evaluate total cost of ownership and lifecycle costs.
- Develop robust supplier evaluation frameworks.
- Strengthen commercial negotiation capabilities.
- Develop strategic supplier relationships.
- Measure sourcing and category-management performance.

Course Modules

> Module 1: Advanced Strategic Procurement
- Strategic procurement maturity
- Procurement operating models
- Procurement value drivers
- Developing strategic procurement capabilities

> Module 2: Advanced Spend Analysis
- Spend-data collection and cleansing
- Procurement expenditure classification
- Supplier and category spend analysis
- Identifying savings and sourcing opportunities

> Module 3: Category Management Fundamentals
- Defining procurement categories
- Category segmentation
- Category profiling
- Category-management lifecycle

> Module 4: Supply Market Intelligence
- Supply market structures
- Supplier-market research
- Market competitiveness assessment
- Identifying market risks and opportunities

> Module 5: Developing Category Strategies
- Category opportunity assessment
- Category objectives and priorities
- Sourcing options and strategic choices
- Category implementation planning

> Module 6: Strategic Sourcing
- Strategic sourcing methodologies
- Local versus global sourcing
- Single versus multiple sourcing
- Competitive and collaborative sourcing approaches

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> Module 7: Cost and Commercial Analysis
- Supplier cost structures
- Total cost of ownership
- Lifecycle costing
- Value analysis and value engineering

> Module 8: Supplier Evaluation and Selection
- Supplier qualification requirements
- Technical and commercial evaluation
- Supplier due diligence
- Supplier risk assessment

> Module 9: Strategic Procurement Negotiation
- Negotiation preparation and objectives
- Commercial negotiation strategies
- Supplier negotiation tactics
- Negotiation agreements and closure

> Module 10: Category and Supplier Performance
- Category performance indicators
- Supplier scorecards
- Savings and benefits tracking
- Continuous category improvement