STRATEGIC PROCUREMENT MASTER – ADVANCED DIPLOMA IN STRATEGIC SOURCING AND CATEGORY MANAGEMENT



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Introduction

Strategic Procurement Master Advanced Diploma in Strategic Sourcing and Category Management examines how senior procurement leaders build category strategies that drive competitive advantage. This Training Course covers spend intelligence, category management, supply market analysis, and advanced sourcing execution. Participants study the Kraljic matrix, Porter's value chain, total cost of ownership, and supplier value creation. Furthermore, the programme connects strategy to execution through category plan labs and negotiation simulation. As a result, delegates leave able to lead category teams and present sourcing strategies that leadership endorses.

Strategic Procurement Master Advanced Diploma in Strategic Sourcing and Category Management Course Objectives

- Define strategic sourcing and category management in practice.
- Apply spend intelligence and portfolio segmentation rigorously.
- Build category strategies aligned with corporate objectives.
- Conduct supply market analysis and supplier landscape mapping.
- Apply Porter's value chain and five forces to sourcing strategy.
- Run advanced sourcing events with weighted evaluation models.
- Lead value-based negotiation and supplier collaboration.
- Apply total cost of ownership and should-cost analysis.
- Manage supply risk, resilience, and continuity planning.
- Govern category performance and report value to the board.

Course Methodology

- Interactive workshops using real category and spend files.
- Structured category strategy plan development exercises.
- Supply market analysis and supplier mapping labs.
- Advanced sourcing and evaluation modelling sessions.
- Negotiation labs with coached feedback and peer review.
- Action planning that converts each session into a workplace commitment.

Who Should Take This Course

- Senior procurement managers and heads of category.
- Category and sourcing strategy leads.
- Supply chain directors and commercial managers.
- Contract and supplier relationship managers.
- Finance business partners supporting procurement.
- Consultants and advisors in sourcing and supply.
- Professionals preparing for procurement leadership roles.

Strategic Procurement Master Advanced Diploma in Strategic Sourcing and Category Management Course Outlines

Day 1: Strategic Procurement and Business Alignment

- Strategic procurement mandate and organizational position.
- Procurement maturity models and capability assessment.
- Aligning procurement objectives with corporate strategy.

- Stakeholder influence at executive and board level.
- Governance structures and delegation frameworks.
- Ethics, integrity, and responsible procurement.
- Building the procurement strategy and business case.

Day 2: Spend Intelligence and Portfolio Segmentation

- Spend data extraction, cleansing, and classification.
- Spend cube construction and spend analytics.
- Kraljic matrix and category positioning decisions.
- ABC analysis, Pareto prioritisation, and tail spend.
- Supplier fragmentation and concentration metrics.
- Demand management and requirement challenge.
- Category portfolio balancing and prioritisation.

Day 3: Category Strategy and Supply Market Analysis

- Category strategy development frameworks.
- Supply market analysis and intelligence gathering.
- Porter's value chain and five forces applied to categories.
- Supplier landscape mapping and market structure.
- Make-or-buy, outsourcing, and vertical integration options.
- Innovation sourcing and supplier co-development.
- Category plan writing, approval, and implementation.

Day 4: Advanced Sourcing and Negotiation

- Sourcing methods: RFQ, RFP, competitive dialogue, e-auctions.

- Prequalification and supplier capability assessment.
- Weighted evaluation criteria and total cost of ownership.
- Should-cost modelling and cost breakdown analysis.
- Negotiation planning: BATNA, ZOPA, and value creation.
- Gain-sharing and supplier incentive design.
- Award governance and debriefing practice.

Day 5: Supplier Value, Risk, and Category Governance

- Supplier segmentation and relationship tiering.
- Supplier value creation and joint improvement.
- Performance scorecards and business reviews.
- Supply risk assessment and resilience planning.
- Category governance and performance reporting.
- Savings validation and value dashboards.
- Personal action plan and continuous improvement.

Conclusion

By successfully completing Strategic Procurement Master Advanced Diploma in Strategic Sourcing and Category Management, participants will have acquired a practical command of category strategy, supply market analysis, advanced sourcing, and supplier value creation. They will know how to build category plans that leadership endorses, negotiate value beyond price, and govern supplier performance through measured outcomes. In addition, the course prepares delegates to manage supply risk and report procurement value at board level. As a result, they return to work ready to lead strategic sourcing with authority. Gentex Training Center delivers this Training Course with a practical, standards-based approach.

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FAQs for the Strategic Procurement Master Advanced Diploma in Strategic Sourcing and Category Management course

Q1 What is the "Strategic Procurement Master Advanced Diploma in Strategic Sourcing and Category Management" course about?

It is a five-day programme that develops advanced capability in strategic sourcing and category management. It covers spend intelligence and segmentation, category strategy and supply market analysis, advanced sourcing and negotiation, supplier value creation, supply risk control, and category governance.

Q2 What are the key benefits of the "Strategic Procurement Master Advanced Diploma in Strategic Sourcing and Category Management" course?

Participants gain the ability to build category strategies aligned with corporate objectives, analyse supply markets with evidence, and lead sourcing events that deliver measurable value. They also learn to negotiate value rather than price, manage supply risk credibly, and report category performance to boards.

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Q3 What skills will I gain from the "Strategic Procurement Master Advanced Diploma in Strategic Sourcing and Category Management" course?

Spend intelligence and portfolio segmentation with Kraljic positioning, category strategy development with supply market analysis, advanced sourcing with weighted evaluation and TCO modelling, and supplier value creation with risk governance and performance reporting.

Q4 What tools, methods, or standards are covered in the "Strategic Procurement Master Advanced Diploma in Strategic Sourcing and Category Management" course?

The course covers spend cube and ABC analysis, the Kraljic matrix and portfolio segmentation models, Porter's value chain and five forces frameworks, supplier landscape mapping and market structure analysis, RFQ, RFP, competitive dialogue and e-auction methods, weighted technical and commercial evaluation matrices, total cost of ownership and should-cost modelling, cost breakdown analysis, BATNA and ZOPA negotiation frameworks, gain-sharing and supplier incentive design, supplier segmentation and relationship tiering models, supply risk assessment and resilience planning tools, category governance frameworks, and savings validation and value dashboard methods.

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Q5 How is the "Strategic Procurement Master Advanced Diploma in Strategic Sourcing and Category Management" course applied in real-world practice?

Delegates apply it through category strategies, spend analytics dashboards, supply market reports, sourcing plans, evaluation models, negotiation plans, supplier scorecards, category governance papers, risk registers, and value reports to leadership. They also use it to coach category teams and to prepare board papers on supply risk and procurement value.