STRATEGIC PROCUREMENT MASTER: STRATEGIC SOURCING AND CATEGORY MANAGEMENT



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Introduction

Strategic Procurement Master: Strategic Sourcing and Category Management examines how procurement professionals design sourcing strategies and manage categories as business assets. This Training Course covers spend analysis, category segmentation, supply market intelligence, and structured sourcing execution. Participants study the Kraljic matrix, Porter's five forces, total cost of ownership, and supplier relationship management. Furthermore, the programme links strategic intent to operational delivery through category planning labs and negotiation practice. As a result, delegates leave able to lead category teams, run disciplined sourcing events, and demonstrate procurement value to senior stakeholders.

Strategic Procurement Master: Strategic Sourcing and Category Management Course Objectives

- Define strategic sourcing and category management as one discipline.
- Analyse spend data and segment categories using the Kraljic matrix.
- Build category strategies that align with corporate objectives.
- Assess supply markets using Porter's five forces and market mapping.
- Design sourcing events with clear specifications and evaluation criteria.
- Apply total cost of ownership to supplier selection decisions.
- Negotiate commercial agreements using BATNA and value analysis.
- Manage supplier relationships through segmentation and scorecards.
- Identify and control supply risk, dependency, and continuity exposure.
- Govern category performance and report savings accurately.

Course Methodology

- Interactive workshops built on real category and spend files.

- Structured category strategy and sourcing plan development.
- Supply market and supplier landscape mapping exercises.
- Weighted evaluation and should-cost 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

- Procurement managers and category managers.
- Sourcing specialists and supply chain professionals.
- Commercial and contract managers.
- Finance business partners supporting procurement.
- Operations managers influencing specifications.
- Consultants and advisors in sourcing and supply.
- Professionals moving into procurement leadership roles.

Strategic Procurement Master: Strategic Sourcing and Category Management Course Outlines

Day 1: Strategic Procurement and Category Foundations

- Defining strategic sourcing and category management.
- Procurement maturity models and capability assessment.
- Spend analysis, spend cube, and ABC classification.
- Kraljic matrix and category positioning decisions.

- Demand management and specification challenge.
- Aligning procurement objectives with corporate strategy.
- Building the category strategy and business case.

Day 2: Supply Market Intelligence and Analysis

- Supply market analysis and intelligence gathering.
- Porter's five forces applied to procurement categories.
- Supplier landscape mapping and market structure review.
- Supplier fragmentation and concentration metrics.
- Make-or-buy, outsourcing, and integration options.
- Innovation sourcing and supplier co-development.
- Documenting market analysis for strategy approval.

Day 3: Strategic Sourcing Execution

- Sourcing methods: RFQ, RFP, competitive dialogue, e-auctions.
- Prequalification and supplier capability assessment.
- Weighted technical and commercial evaluation criteria.
- Total cost of ownership modelling in award decisions.
- Should-cost analysis and cost breakdown structures.
- Award governance, notification, and debriefing.
- Contract handover and implementation planning.

Day 4: Negotiation and Supplier Relationship Management

- Negotiation planning: BATNA, ZOPA, and reservation values.

- Value-based negotiation and concession management.
- Supplier segmentation and relationship tiering.
- Service level agreements and KPI frameworks.
- Supplier scorecards and business review meetings.
- Gain-sharing and continuous improvement programmes.
- Managing difficult suppliers and performance failure.

Day 5: Risk, Governance, and Value Delivery

- Supply risk assessment and dependency mapping.
- Resilience, dual sourcing, and continuity planning.
- Category governance and delegated authority.
- Savings taxonomy and baseline locking.
- Benefits realisation and leakage monitoring.
- Reporting category performance to leadership.
- Personal action plan and continuous improvement.

Conclusion

By successfully completing Strategic Procurement Master: Strategic Sourcing and Category Management, participants will have acquired a practical command of spend analysis, category strategy, market intelligence, and sourcing execution. They will know how to build category plans that win approval, run sourcing events with defensible evaluation, and negotiate agreements that create measurable value. In addition, the course prepares delegates to manage supplier relationships and supply risk with confidence. As a result, they return to work ready to lead sourcing and category management as a strategic capability. Gentex Training Center delivers this Training Course with a practical, standards-based approach.

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FAQs for the Strategic Procurement Master: Strategic Sourcing and Category Management course

Q1 What is the "Strategic Procurement Master: Strategic Sourcing and Category Management" course about?

It is a five-day programme that develops sourcing strategy and category management capability. It covers spend analysis and segmentation, supply market intelligence, structured sourcing events, negotiation, supplier relationship management, supply risk control, and category governance and value reporting.

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

Participants gain the ability to analyse spend and markets with evidence, build category strategies leadership endorses, and run sourcing events that deliver measurable value. They also learn to negotiate value beyond price, manage supplier relationships systematically, and reduce supply risk while reporting savings accurately.

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

Spend analysis and category segmentation with Kraljic positioning, category strategy development with supply market intelligence, strategic sourcing execution with weighted evaluation and TCO modelling, and supplier relationship management with risk governance and performance reporting.

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

The course covers spend cube and ABC analysis, the Kraljic matrix and category positioning models, procurement maturity models, Porter's five forces and supply market mapping, RFQ, RFP, competitive dialogue and e-auction procedures, prequalification and capability assessment frameworks, weighted technical and commercial evaluation matrices, total cost of ownership and should-cost modelling, cost breakdown structures, BATNA and ZOPA negotiation frameworks, supplier segmentation and relationship tiering, service level agreements and KPI frameworks, supplier scorecards, gain-sharing models, supply risk assessment and dependency mapping, dual sourcing and continuity planning, savings taxonomy and baseline locking, and benefits realisation and leakage monitoring.

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

Delegates apply it through category strategies, spend analytics reports, supply market studies, sourcing plans, evaluation models, negotiation plans, contract handover packs, supplier scorecards, business review agendas, risk registers, savings trackers, and category performance reports. They also use it to coach sourcing teams and to prepare approval papers for senior management.