MERCURY

Category Management in Procurement Training Course

22 November – 3 December 2026
Kuala Lumpur (Malaysia)



Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

Category Management in Procurement Training Course

Ref: 1017_323721 **Date:** 22 November – 3 December 2026 **Location:** Kuala Lumpur (Malaysia) **Fees:** 8000 Euro

Introduction

Welcome to this comprehensive course on Category Management in Procurement. This dynamic program offers a fusion of traditional procurement techniques with modern tools, techniques, and methodologies.

The course aims to equip you with an in-depth understanding of what category management in procurement means, along with the essential working knowledge of how this approach can offer unparalleled value. Learn how world-class companies adopt strategic sourcing and category management methodologies to substantially improve supplier sourcing, supplier relationship management, and procurement category management.

Targeted Groups:

- Procurement Managers
- Head of Logistics
- Inventory Managers
- Procurement Professionals
- Supply Chains Professionals

Course Objectives

By the end of this category management training course, participants will be able to:

- Apply an exhaustive understanding of supply chain activities and category management processes.
- Identify, analyze, and evaluate procurement opportunities and strategic sourcing category management techniques.
- Utilize tools and techniques for category management solutions.
- Understand what drives your supply chain counterparts.
- Apply analytical tools for identifying procurement and category management opportunities.
- Make significant cost and service improvements in procurement category management.
- Establish a framework for continual improvement in category management certification standards.
- Implement best-in-class practices like economic profit for category management in procurement.

Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

Targeted Competencies

- Analysis
- Evaluation
- Continuous Improvement
- Change Management
- Perspective Sharing

Course Content

Unit 1: Understanding Procurement and Strategic Sourcing in Category Management

- Procurement and purchasing management courses: definitions
- A vision for procurement
- The 21st-century procurement challenge
- Supply Chain Basics
- The Global Supply Chain and Its Influence
- Understanding category management in procurement: Definitions and evolution
- The foundations and structures of category management
- Procurement structure options
- Supply Chain Models and Types
- The Global Supply Chain
- Category Management definitions
- The Evolution of Category Management
- Category grouping overview
- The three aspects to be considered in category groups
- Category Management structures

Unit 2: Maximizing Value Through Procurement and Category Management Excellence

- The Procurement Excellence roadmap
- The Purchasing land Supplier loops
- Why we should use Category Management
- How Category Management Improves Value
- How category management builds from P2P and the procurement cycle
- The roadmap for procurement excellence
- Importance of Category Management in Procurement
- Value opportunities in strategic sourcing and category management
- The integration of varied approaches to maximize value

Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

Unit 3: Supplier Sourcing and Selection Routes in Category Management

- Revisiting traditional purchasing
- The P2P and procurement cycle
- Value and risk analysis
- The Kraljic matrix in category management procurement
- Volume concentration and best price evaluation strategies
- Low-cost country sourcing methods

Unit 4: Collaborative Supplier and Category Management Training

- Objectives of Supplier Management
- Supplier and customer relationships in procurement category management
- Best practices in contract and supplier relationship management
- Benefits and improvements in supplier development
- Joint process development and value chain disruption

Unit 5: Recognizing and Overcoming Barriers to Category Management Solutions

- Common challenges and conflicts
- Perception issues in procurement category management
- Skillset enhancement and best practices for category management training courses
- Overcoming barriers like fear of change and trust issues

Unit 6: The 4-Step Model for Introducing Procurement Category Management

- Comprehensive research and analysis in category management
- Designing and planning new processes and structures
- Critical questions for operation and review
- Making category management a continuous strategy

Unit 7: Rethinking the Supply Chain and Category Management Certification

- Supply chain futures and predictions
- The effects of global factors like Chinas supply chain
- Professional development for purchasing manager training courses
- Steps to Achieve Supply Chain Excellence
- The 10 improvements for reengineering end-to-end supply chains
- Supply chain excellence and shareholder value
- Generating economic profit
- The 5 steps to supply chain excellence
- Developing the supply chain strategy
- Supply chain strategy best practice
- A vision for the future

Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

Embark on this journey to unlock the full potential of category management in procurement and gain invaluable insights from this category management training course aimed at helping you achieve procurement excellence.

The Essentials of Category Management in Procurement

Within the procurement realm, category management is a pinnacle, allowing for effective cost management and strategic vendor relationship optimization. Participants will delve into various category management courses, discovering tailored purchasing manager training courses that feed into the broader objective of fostering strategic sourcing category management prowess. This enhances the tactical approach to purchasing and sews the seeds for transformative influence in procurement management courses. These dedicated category management training courses pave the way for procurement professionals to excel and achieve strategic sourcing and category management agility, ultimately shaping the essence of category management in procurement.