

OPERATIONS & SUPPLY CHAIN | COURSE BROCHURE

Strategic Sourcing and Category Management

5 days | Classroom training | English

SMART HORIZON

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Course content

Why attend

Strategic sourcing moves procurement from buying transactions to managing categories of spend for maximum value. This course covers the category management cycle: spend analysis, market and supplier analysis, category strategies, sourcing approaches, negotiation, implementation and supplier management.

Category management can deliver sustained savings and innovation. You will learn the full process used by leading procurement teams.

Professional Problems This Course Is Designed to Solve

• Difficulty translating subject knowledge into practical workplace decisions.
• Inconsistent approaches to the activities covered in the course outline.
• Lack of a structured plan for applying and reviewing new skills.

Course methodology

Category analysis exercises, strategy development workshops, case studies and negotiation practice.

Course objectives

By the end of this course, participants will be able to:
• Explain category management principles
• Analyse spend and internal requirements
• Analyse supply markets and suppliers
• Develop category strategies
• Select sourcing approaches
• Implement and monitor category plans

Target audience

This course is suitable for:
• Category managers
• Procurement managers
• Strategic buyers
• Supply chain professionals
• Finance partners



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Target competencies

Participants will develop competencies in:

- Spend analysis
- Market analysis
- Strategy development
- Sourcing
- Implementation

Course outline

Day 1: Category Management

09:00–10:08	Concept and benefits
10:08–11:00	Category cycle
11:00–11:30	**Coffee break**
11:30–11:45	Category cycle (continued)
11:45–12:53	Stakeholders
12:53–14:00	Exercise

Day 2: Internal Analysis

09:00–10:08	Spend analysis
10:08–11:00	Requirements
11:00–11:30	**Coffee break**
11:30–11:45	Requirements (continued)
11:45–12:53	Stakeholder needs
12:53–14:00	Workshop

Day 3: Market Analysis

09:00–10:08	Supply market analysis
10:08–11:00	Supplier positioning
11:00–11:30	**Coffee break**



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11:30–11:45	Supplier positioning (continued)
11:45–12:53	Porter's five forces
12:53–14:00	Exercise

Day 4: Category Strategy

09:00–10:08	Strategic options
10:08–11:00	Business case
11:00–11:30	**Coffee break**
11:30–11:45	Business case (continued)
11:45–12:53	Sourcing approach
12:53–14:00	Case study

Day 5: Implementation

09:00–10:08	Tendering
10:08–11:00	Contracting
11:00–11:30	**Coffee break**
11:30–11:45	Contracting (continued)
11:45–12:53	Performance monitoring
12:53–14:00	Action plan

The timings provided are estimates and may vary depending on the number of participants and the discussions taking place during the sessions. They are indicative only and do not constitute a binding commitment.



Course content

Dates, venues and fees

Current published course plans. Fees are per participant in EUR, excluding unconfirmed taxes.

Venue	Start date	End date	Fee (EUR)
Cape Town Confirmed dates	23 Nov 2026	27 Nov 2026	**€1,890.–**
Online Confirmed dates	23 Nov 2026	27 Nov 2026	**€1,250.–**
London Confirmed dates	14 Dec 2026	18 Dec 2026	**€2,450.–**
Online Confirmed dates	14 Dec 2026	18 Dec 2026	**€1,250.–**
Dubai Confirmed dates	18 Jan 2027	22 Jan 2027	**€3,150.–**
Online Confirmed dates	18 Jan 2027	22 Jan 2027	**€1,250.–**
Rome Confirmed dates	8 Feb 2027	12 Feb 2027	**€2,450.–**
Online Confirmed dates	8 Feb 2027	12 Feb 2027	**€1,250.–**
Barcelona Confirmed dates	22 Feb 2027	26 Feb 2027	**€2,840.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	22 Feb 2027	26 Feb 2027	**€1,250.–**
Kuala Lumpur Confirmed dates	15 Mar 2027	19 Mar 2027	**€1,450.–**
Online Confirmed dates	15 Mar 2027	19 Mar 2027	**€1,250.–**
Istanbul Confirmed dates	5 Apr 2027	9 Apr 2027	**€2,650.–**
Online Confirmed dates	5 Apr 2027	9 Apr 2027	**€1,250.–**
Vienna Confirmed dates	26 Apr 2027	30 Apr 2027	**€2,940.–**
Online Confirmed dates	26 Apr 2027	30 Apr 2027	**€1,250.–**
Dubai Confirmed dates	17 May 2027	21 May 2027	**€3,150.–**
Online Confirmed dates	17 May 2027	21 May 2027	**€1,250.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Frankfurt Confirmed dates	31 May 2027	4 Jun 2027	**€2,650.-**
Online Confirmed dates	31 May 2027	4 Jun 2027	**€1,250.-**
Vienna Confirmed dates	21 Jun 2027	25 Jun 2027	**€2,940.-**
Online Confirmed dates	21 Jun 2027	25 Jun 2027	**€1,250.-**
Barcelona Confirmed dates	12 Jul 2027	16 Jul 2027	**€2,840.-**
Online Confirmed dates	12 Jul 2027	16 Jul 2027	**€1,250.-**
Paris Confirmed dates	2 Aug 2027	6 Aug 2027	**€2,860.-**
Online Confirmed dates	2 Aug 2027	6 Aug 2027	**€1,250.-**
Cape Town Confirmed dates	23 Aug 2027	27 Aug 2027	**€1,890.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	23 Aug 2027	27 Aug 2027	**€1,250.-**
Rome Confirmed dates	6 Sept 2027	10 Sept 2027	**€2,450.-**
Online Confirmed dates	6 Sept 2027	10 Sept 2027	**€1,250.-**
Amsterdam Confirmed dates	27 Sept 2027	1 Oct 2027	**€2,540.-**
Online Confirmed dates	27 Sept 2027	1 Oct 2027	**€1,250.-**
Rome Confirmed dates	18 Oct 2027	22 Oct 2027	**€2,450.-**
Online Confirmed dates	18 Oct 2027	22 Oct 2027	**€1,250.-**
Cape Town Confirmed dates	8 Nov 2027	12 Nov 2027	**€1,890.-**
Online Confirmed dates	8 Nov 2027	12 Nov 2027	**€1,250.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Dubai Confirmed dates	29 Nov 2027	3 Dec 2027	**€3,150.-**
Online Confirmed dates	29 Nov 2027	3 Dec 2027	**€1,250.-**
London Confirmed dates	13 Dec 2027	17 Dec 2027	**€2,450.-**
Online Confirmed dates	13 Dec 2027	17 Dec 2027	**€1,250.-**

Plan your next step

Dates, availability, exact venue, taxes, inclusions and payment terms require written confirmation. This brochure is not a quotation, registration, booking confirmation or visa invitation. Participants receive a Smart Horizon certificate of attendance; programmes are not externally accredited and do not award a professional qualification or designation. Confirm arrangements before booking travel.

For group or in-house training, contact our learning team to discuss your objectives and delivery arrangements.

Contact Smart Horizon

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View the latest course details online