



PROCUREMENT AND MATERIALS MANAGEMENT

Category Management in Procurement

5 day course

Classroom, online or in-house

Course overview

Category management treats a spend area as a market to be understood rather than a series of purchases to be processed, and the difference shows in the terms achieved. This course covers the method. Delegates work through spend analysis and category definition, supply market analysis including supplier economics and the buyer's actual leverage, and the positioning that determines whether a category should be competed, partnered or consolidated. Strategy development, implementation and the stakeholder engagement that decides whether a strategy survives contact with the business are covered. The course closes on measuring benefit in a way finance will accept, which is where most claimed procurement savings fall apart.

What you will learn

- Analyse spend and define categories that make commercial sense
- Analyse a supply market including supplier economics
- Assess your actual leverage rather than your assumed leverage
- Position a category to compete, partner or consolidate
- Develop and implement a category strategy
- Engage stakeholders so the strategy survives implementation
- Measure benefit in terms finance will accept

Who should attend

- Category and procurement managers
- Strategic sourcing professionals
- Supply chain managers
- Finance staff validating procurement benefit
- Technical staff specifying into a category

Course outline

- 01 A spend area as a market
- 02 Spend analysis and category definition
- 03 Supply market analysis and supplier economics
- 04 Assessing real leverage
- 05 Category positioning
- 06 Strategy development
- 07 Stakeholder engagement and implementation
- 08 Benefit measurement finance will accept

Upcoming dates

Dates	Venue	Format	Fee per delegate
21 to 25 September 2026	Online	Online	R8,500
5 to 9 October 2026	Nairobi, Kenya	Classroom	USD 1,325
2 to 6 November 2026	Durban, South Africa	Classroom	R19,950
23 to 27 November 2026	Lusaka, Zambia	Classroom	USD 1,325



Fees and how to register

This 5 day course is **R8,500** per delegate online, **R19,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 1,325** in the classroom elsewhere in Africa. In-house training is quotation on request. Book 2 or more delegates on this course and save 10%.

To register or request an in-house proposal, visit www.afrisciencegroup.com, email info@afriscience.co.za, or WhatsApp us on **+27 63 479 1136**.

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