



The Global Standard for Procurement and Supply

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Leading global excellence in procurement and supply

Segment 4.8 Developing Organisational Expertise in Category Management

Level: Advanced Professional

Theme: Spend Management

Knowledge: Will know and understand	Capabilities: Will be able to
The main models for the adoption of category management and procurement	Evaluate and apply an appropriate methodology by using contemporary techniques to improve category management and sourcing
Segmentation of procurement spend and the use of techniques to profile expenditure	Guide colleagues and other internal stakeholders to understand the dynamics of the supply chain, and recommend appropriate category management strategies
Category team selection and methods of stakeholder engagement	Encourage collaboration between procurement/supply chain personnel with stakeholders to develop effective category plans
The development of business cases, acquisition and category management strategies	Actively lead the development and promotion of effective business cases, and acquisition and category strategies with stakeholders that align to organisational objectives
Approaches to supply market research, early supplier engagement and pre-contract dialogue	Promote an understanding of the consequences of sourcing decisions on suppliers and supply markets, to create a culture of innovative sourcing solutions

Knowledge: Will know and understand	Capabilities: Will be able to
The implementation of category plans	Analyse and respond to stakeholder feedback, and implement appropriate category plans to standardise processes and systems for the organisation
Strategic supplier relationship management	Develop and maintain the use of structured approaches to supplier relationship management supported by colleagues and other internal stakeholders
Approaches to category cost driver analysis	Apply cost driver analysis across key categories of spend to support assessment of cost and value creation

Related CIPS Knowledge Links

[Business Case Development - http://www.cips.org/Knowledge/Procurement-topics-and-skills/Strategy-policy/Business-Case-Development/](http://www.cips.org/Knowledge/Procurement-topics-and-skills/Strategy-policy/Business-Case-Development/)

[Category Management - http://www.cips.org/Knowledge/Procurement-topics-and-skills/Strategy-policy/Category-Management/](http://www.cips.org/Knowledge/Procurement-topics-and-skills/Strategy-policy/Category-Management/)

[Collaborative Working - https://www.cips.org/knowledge/procurement-topics-and-skills/efficiency/collaborative-working/](https://www.cips.org/knowledge/procurement-topics-and-skills/efficiency/collaborative-working/)

[Commodity Specific Knowledge - http://www.cips.org/Knowledge/Procurement-topics-and-skills/Understand-Need---Market-and-options-assessment/Commodity-Specific-Knowledge/](http://www.cips.org/Knowledge/Procurement-topics-and-skills/Understand-Need---Market-and-options-assessment/Commodity-Specific-Knowledge/)

[Continuous Improvement - http://www.cips.org/Knowledge/Procurement-topics-and-skills/#6906](http://www.cips.org/Knowledge/Procurement-topics-and-skills/#6906)

[Influencing Skills - http://www.cips.org/Knowledge/Procurement-topics-and-skills/People-and-skills/Influencing-Skills/](http://www.cips.org/Knowledge/Procurement-topics-and-skills/People-and-skills/Influencing-Skills/)

[Financial Analysis and Reporting for Purchasers - http://www.cips.org/Knowledge/Procurement-topics-and-skills/People-and-skills/Financial-Analysis-and-Reporting-for-Purchasers/](http://www.cips.org/Knowledge/Procurement-topics-and-skills/People-and-skills/Financial-Analysis-and-Reporting-for-Purchasers/)

[Leadership and Promotion of Procurement and Supply Management - http://www.cips.org/Knowledge/Procurement-topics-and-skills/People-and-skills/Leadership-and-Promotion-of-Procurement-and-Supply-Management/](http://www.cips.org/Knowledge/Procurement-topics-and-skills/People-and-skills/Leadership-and-Promotion-of-Procurement-and-Supply-Management/)

[skills/Leadership-and-Promotion-of-Procurement-and-Supply-Management1/](#)

[Market Analysis - http://www.cips.org/Knowledge/Procurement-topics-and-skills/Understand-Need---Market-and-options-assessment/Market-Analysis1/](#)

[Sourcing - http://www.cips.org/Knowledge/Procurement-topics-and-skills/Understand-Need---Market-and-options-assessment/Sourcing1/](#)

[Supplier Development - http://www.cips.org/Knowledge/Procurement-topics-and-skills/SRM-and-SC-Management/Supplier-Development/](#)

[Supplier Relationship Management \(SRM\) - https://www.cips.org/knowledge/procurement-topics-and-skills/supplier-relationship-management/](#)

[Stakeholders - https://www.cips.org/intelligence-hub/managing-stakeholders](#)

[Category Management - http://www.cips.org/en/knowledge/procurement-topics-and-skills/strategy-policy/category-management-gep/](#)