



COURSE OVERVIEW LM0058 Procurement Category & Commodity Management

Course Title

Procurement Category & Commodity Management

Course Date/Venue

April 06-10, 2025/Meeting Plus TBA, City Centre Rotana Doha Hotel, Doha, Qatar

Course Reference

LM0058

Course Duration/Credits

Five days/3.0 CEUs/30 PDHs



Course Description



This practical and highly-interactive course includes real-life case studies and exercises where participants will be engaged in a series of interactive small groups and class workshops.



This course is designed to provide participants with a complete and up-to-date overview of Procurement Category & Commodity Management. It covers the importance of procurement and the key procurement roles and responsibilities; the category, commodity and supplier management and the benefits of category management; the different commodities and commodity lifecycle management and the impact of global market trends on commodities; the procurement strategy basics and performance measurement metrics; and the principles of ethical procurement, compliance, regulatory requirements and supplier code of conduct.



Further, the course will also discuss the procurement technologies covering ERP and procurement software, digital transformation, data analytics for category management and emerging technologies; the category segmentation, category strategy development and market analysis for category management; the types of procurement contracts and key contract clauses; and the pitfalls and legal and regulatory compliance.



During this interactive course, participants will learn the supplier performance management, operational procurement process and global sourcing; the sustainable and ethical procurement, innovation in procurement practices and continuous improvement methodologies; the collaborative procurement strategies, procurement analytics and predictive analytics for market trends; the digital procurement transformation and procurement project planning; and the emerging trends in procurement.

Course Objectives

Upon the successful completion of this course, each participant will be able to:-

- Apply and gain a comprehensive knowledge on procurement category and commodity management
- Discuss the importance of procurement and the key procurement roles and responsibilities
- Differentiate category, commodity and supplier management and identify the benefits of category management
- Characterize the different commodities and commodity lifecycle management and discuss the impact of global market trends on commodities
- Carryout procurement strategy basics and performance measurement metrics
- Discuss the principles of ethical procurement, compliance and regulatory requirements and supplier code of conduct
- Identify the procurement technologies covering ERP and procurement software, digital transformation, data analytics for category management and emerging technologies
- Apply category segmentation, category strategy development and market analysis for category management
- Employ supplier analysis and selection, spend analysis and risk management in category management
- Carryout commodity strategy development, supplier relationship management (SRM) and negotiation techniques in procurement
- Recognize the types of procurement contracts, key contract clauses and pitfalls and legal and regulatory compliance
- Apply supplier performance management, operational procurement process and global sourcing and procurement
- Implement sustainable and ethical procurement, innovation in procurement practices and continuous improvement methodologies
- Employ collaborative procurement strategies, procurement analytics and predictive analytics for market trends
- Illustrate digital procurement transformation and procurement project planning as well as discuss the emerging trends in procurement

Exclusive Smart Training Kit - H-STK®



Participants of this course will receive the exclusive “Haward Smart Training Kit” (H-STK®). The H-STK® consists of a comprehensive set of technical content which includes **electronic version** of the course materials conveniently saved in a **Tablet PC**.

Who Should Attend

This course provides an overview of all significant aspects and considerations of procurement category & commodity for contract managers, procurement managers, category managers, supply chain managers, vendor relationship managers, buyers and purchasing agents, finance and budgeting personnel, new hires in procurement, stakeholders in cross-functional teams and procurement analysts.

Training Methodology

All our Courses are including **Hands-on Practical Sessions** using equipment, State-of-the-Art Simulators, Drawings, Case Studies, Videos and Exercises. The courses include the following training methodologies as a percentage of the total tuition hours:-

- 30% Lectures
- 20% Practical Workshops & Work Presentations
- 30% Hands-on Practical Exercises & Case Studies
- 20% Simulators (Hardware & Software) & Videos

In an unlikely event, the course instructor may modify the above training methodology before or during the course for technical reasons.

Course Fee

US\$ 6,000 per Delegate. This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Accommodation

Accommodation is not included in the course fees. However, any accommodation required can be arranged at the time of booking.

Course Certificate(s)

Internationally recognized certificates will be issued to all participants of the course who completed a minimum of 80% of the total tuition hours.


Certificate Accreditations

Certificates are accredited by the following international accreditation organizations: -



British Accreditation Council (BAC)

Haward Technology is accredited by the **British Accreditation Council** for **Independent Further & Higher Education** as an **International Centre**. BAC is the British accrediting body responsible for setting standards within independent further and higher education sector in the UK and overseas. As a BAC-accredited international centre, Haward Technology meets all of the international higher education criteria and standards set by BAC.

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The International Accreditors for Continuing Education & Training (IACET - USA)

Haward Technology is an Authorized Training Provider by the International Accreditors for Continuing Education & Training (IACET), 2201 Cooperative Way, Suite 600, Herndon, VA 20171, USA. In obtaining this authority, Haward Technology has demonstrated that it complies with the **ANSI/IACET 2018-1 Standard** which is widely recognized as the standard of good practice internationally. As a result of our Authorized Provider membership status, Haward Technology is authorized to offer IACET CEUs for its programs that qualify under the **ANSI/IACET 2018-1 Standard**.

Haward Technology’s courses meet the professional certification and continuing education requirements for participants seeking **Continuing Education Units (CEUs)** in accordance with the rules and regulations of the International Accreditors for Continuing Education and Training (IACET). IACET is an international authority that evaluates programs according to strict, research-based criteria and guidelines. The CEU is an internationally accepted uniform unit of measurement in qualified courses of continuing education.

Haward Technology Middle East will award **3.0 CEUs** (Continuing Education Units) or **30 PDHs** (Professional Development Hours) for participants who completed the total tuition hours of this program. One CEU is equivalent to ten Professional Development Hours (PDHs) or ten contact hours of the participation in and completion of Haward Technology programs. A permanent record of a participant’s involvement & awarding of CEU will be maintained by Haward Technology. Haward Technology will provide a copy of the participant’s CEU and PDH Transcript of Records upon request.

Course Instructor(s)

This course will be conducted by the following instructor(s). However, we have the right to change the course instructor(s) prior to the course date and inform participants accordingly:



Mr. Pan Kidis, MBA, BSc, is a Senior Logistics & Management Consultant with over 30 years of extensive experience in Logistics & Transportation Planning Methods, Forecasting Logistics Demands, Visual Network Model, Logistics Operations, Strategic Transport Planning, Transport System, Fleet Planning, Routing & Scheduling, Transport Cost Concepts & Elements, Costing Vehicles & Trips, Tariff Fixing, Supply Chain & Operations Management, Logistics & Production Planning, Cost Reduction Techniques, Inventory Management, Business Analysis, Risk Management, Production Management, Warehouse Management, Production Planning, Material Requirement Planning, Budgeting, Production & Shop Floor Scheduling, Cost Analysis, Database Design & Implementation, Business Administration, Production Data Acquisition & Analysis, Industrial Logistics, Process Improvement, Team Leadership & Training, Textile Manufacturing, Staff Reduction, Warehouse and Shipping. Further, he is also well-versed in Cash Flow Management, Decision Making Techniques, Production Planning & Scheduling, Production & Product Inventory Control, Inventory Analysis Tools, Stock Management Techniques, Material Handling, Process Improvement & Equipment Selection, Costing & Budgeting, Wastewater Treatment Plant Monitoring & Control, Volume Tank Measurements, Data Acquisition and Energy Conservation. He is currently the Business Analyst of Diasfalis Ltd. wherein he is responsible in the design of the proposed business model and develop and evaluate new applications.

Mr. Kidis had occupied several significant positions as the **Supply Chain Manager, Production Planning & Logistics Manager, Purchasing Office Manager, Project Manager, Assistant Dyeing Manager, Production Supervisor, Production Coordinator** and Design & Analysis Intern for various international companies such as the Hellenic Fabrics, **AKZO Chemicals Ltd.** and **EKO Refinery** and Greek Navy Force.

Mr. Kidis has a **Master** degree in **Business Administration** from the **University of Kent, UK** and a **Bachelor** degree in **Chemical Engineering** from the **Aristotle University of Thessaloniki, Greece**. Further, he is a **Certified Instructor/Trainer** and has delivered numerous trainings, courses, workshops, seminars and conferences internationally.



Course Program

The following program is planned for this course. However, the course instructor(s) may modify this program before or during the course for technical reasons with no prior notice to participants. Nevertheless, the course objectives will always be met:

Day 1: Sunday, 06th of April 2025

0730 – 0800	Registration & Coffee
0800 – 0815	Welcome & Introduction
0815 – 0830	PRE-TEST
0830 – 0930	Foundations of Procurement Management Definition and Importance of Procurement • Evolution of Procurement Practices • Key Procurement Roles and Responsibilities • Procurement in Supply Chain Context
0930 – 0945	Break
0945 – 1045	Understanding Category Management Definition and Objectives • Difference Between Category, Commodity, and Supplier Management • Benefits of Category Management • Real-world Examples and Case Studies
1045 – 1130	Commodity Management Fundamentals Commodity vs. Category Management • Characteristics of Different Commodities • Commodity Lifecycle Management • Impact of Global Market Trends on Commodities
1130 – 1230	Procurement Strategy Basics Definition of Procurement Strategy • Alignment with Corporate Goals • Risk vs. Reward Considerations • Performance Measurement Metrics
1230 – 1245	Break
1245 – 1330	Procurement Governance & Ethics Principles of Ethical Procurement • Compliance and Regulatory Requirements • Supplier Code of Conduct • Case Studies on Ethical Procurement Challenges
1330 - 1420	Basics of Procurement Technologies ERP and Procurement Software (e.g., SAP Ariba, Coupa) • Digital Transformation in Procurement • Data Analytics for Category Management • Emerging Technologies (AI, Blockchain)
1420 - 1430	Recap Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow
1430	Lunch & End of Day One

Day 2: Monday, 07th of April 2025

0730 – 0830	Category Segmentation Defining Category Segments • Criteria for Segmentation (Spend, Risk, Complexity) • Tools for Category Segmentation • Case Study: Successful Category Segmentation
0830 – 0930	Category Strategy Development Key Components of Category Strategy • Frameworks for Strategy Development • Internal and External Analysis • Aligning with Organizational Objectives
0930 – 0945	Break



0945 – 1100	Market Analysis for Category Management Importance of Market Intelligence • Tools and Techniques for Market Analysis • Supplier Market Dynamics • Case Study: Leveraging Market Insights
1100 – 1230	Supplier Analysis & Selection Supplier Identification Techniques • Supplier Evaluation Models • Supplier Relationship Types • Case Study: Strategic Supplier Selection
1230 – 1245	Break
1245 – 1330	Spend Analysis Data Collection and Cleansing • Spend Categories and Trends • Tools for Spend Analysis • Practical Exercise: Analyzing Spend Data
1330 – 1420	Risk Management in Category Management Types of Procurement Risks • Risk Assessment and Mitigation Strategies • Tools for Risk Management • Case Study: Managing Category Risks
1420 - 1430	Recap Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow
1430	Lunch & End of Day Two

Day 3: Tuesday, 08th of April 2025

0730 – 0830	Commodity Strategy Development Defining Commodity Strategies • Supply and Demand Dynamics • Commodity Pricing Models • Case Study: Commodity Strategy in Action
0830 – 0930	Supplier Relationship Management (SRM) Importance of SRM • Frameworks for SRM • Key SRM Metrics • Practical Exercise: Building SRM Strategies
0930 – 0945	Break
0945 – 1100	Negotiation Techniques in Procurement Principles of Effective Negotiation • Preparing for Negotiations • Negotiation Styles and Tactics • Role-play: Mock Procurement Negotiations
1100 – 1230	Contracting & Legal Aspects Types of Procurement Contracts • Key Contract Clauses and Pitfalls • Legal and Regulatory Compliance • Case Study: Contract Dispute Resolution
1230 – 1245	Break
1245 – 1330	Supplier Performance Management Performance Metrics and KPIs • Tools for Supplier Performance Monitoring • Supplier Scorecards • Case Study: Performance Improvement Initiatives
1330 – 1420	Operational Procurement Processes Purchase Requisition to Purchase Order • Receiving and Inspection Processes • Invoice Processing and Payment • Hands-on Exercise: Process Mapping
1420 - 1430	Recap Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow
1430	Lunch & End of Day Three



Day 4: Wednesday, 09th of April 2025

0730 – 0830	Global Sourcing & Procurement Definition and Scope of Global Sourcing • Challenges in Global Procurement • Currency and Geopolitical Considerations • Case Study: Success in Global Sourcing
0830 – 0930	Sustainable & Ethical Procurement Principles of Sustainable Procurement • Environmental, Social, and Governance (ESG) Factors • Green Procurement Strategies • Case Study: Corporate Sustainability Initiatives
0930 – 0945	Break
0945 – 1100	Innovation & Continuous Improvement Innovation in Procurement Practices • Continuous Improvement Methodologies (Kaizen, Six Sigma) • Encouraging Innovation in Supplier Relationships • Case Study: Process Innovation Success
1100 – 1230	Collaborative Procurement Strategies Cross-Functional Collaboration • Partnering with Suppliers for Mutual Growth • Collaborative Platforms and Tools • Case Study: Joint Procurement Initiatives
1230 – 1245	Break
1245 – 1330	Procurement Analytics & Insights Role of Data Analytics in Procurement • Tools for Procurement Analytics • Predictive Analytics for Market Trends • Exercise: Creating a Procurement Dashboard
1330 – 1420	Digital Procurement Transformation Technologies Transforming Procurement • Implementing E-Procurement Systems • Impact of Blockchain and AI • Case Study: Digital Transformation in Procurement
1420 - 1430	Recap Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow
1430	Lunch & End of Day Four

Day 5: Thursday, 10th of April 2025

0730 – 0830	Procurement Project Planning Planning Procurement Projects • Resource Allocation and Budgeting • Timeline and Milestone Management • Practical Exercise: Develop a Procurement Plan
0830 – 0930	Simulation: Category & Commodity Strategy Team-based Category Strategy Simulation • Applying Analytical Tools • Presentation of Strategies • Feedback and Discussion
0930 – 0945	Break
0945 – 1100	Case Studies in Procurement Management Analyzing Successful Procurement Strategies • Lessons Learned from Procurement Failures • Interactive Discussions • Group Exercise: Case Study Presentation
1100 – 1230	Emerging Trends in Procurement Trends Shaping the Future of Procurement • Impact of Geopolitics on Supply Chains • Adoption of Advanced Technologies • Expert Panel Discussion
1230 – 1245	Break



1245 – 1345	Soft Skills for Procurement Professionals <i>Communication and Influencing Skills • Cross-Cultural Negotiation • Conflict Resolution Techniques • Practical Role-plays</i>
1345 – 1400	Course Conclusion <i>Using this Course Overview, the Instructor(s) will Brief Participants about the Course Topics that were Covered During the Course</i>
1400 - 1415	POST-TEST
1415 - 1430	<i>Presentation of Course Certificates</i>
1430	<i>Lunch & End of Course</i>

Practical Sessions

This practical and highly-interactive course includes real-life case studies & exercises:-



Course Coordinator

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