Elevora
Global Training

COURSE BROCHURE

Category Management

Procurement & Supply Chain

Code	Duration	Formats	Language	Certificate
SC-111	**5 or 10 days**	**Classroom, live online, in-house, blended**	**English or Arabic**	**Certificate of completion**

A practical procurement and supply chain course covering category management process, market and supplier analysis and developing category strategies. Run as a 5-day core or 10-day extended programme, in 16 cities, live online or in-house, and fully customisable for your team.

About this course

Category Management gives delegates a structured, practical understanding of category management process and market and supplier analysis, then builds the skills to apply developing category strategies, implementing category plans and reviewing category performance in real work. Sessions are led by practitioners with at least 15 years in the field.

Who should attend

Procurement, logistics, warehouse, contracts and supply chain professionals.

What you will learn

- Category management process
- Market and supplier analysis
- Developing category strategies
- Implementing category plans
- Reviewing category performance

5-day course outline

Day 1	**Category management process**	Concepts, standards and terminology, with a diagnostic exercise to baseline the group.
Day 2	**Market and supplier analysis**	Methods and tools explained step by step, with worked examples from real operations.
Day 3	**Developing category strategies**	Hands-on practice in small groups using realistic data, cases and templates.
Day 4	**Implementing category plans**	Case studies of successes and failures, and how to apply the lessons in your organisation.
Day 5	**Reviewing category performance**	Integration exercise, final knowledge check and a personal action plan.

10-day extended programme

Includes the full 5-day outline, plus a second week of applied work:

Day 6	**Applied workshop: Category management process** — Deeper practice with your own data or site examples.
Day 7	**Applied workshop: Market and supplier analysis and developing category strategies** — Group exercises that combine methods from week one.
Day 8	**Field case study: Implementing category plans** — A detailed industry case worked through from start to finish.
Day 9	**Advanced practice: Reviewing category performance** — Tools, templates and checklists to take back to work.
Day 10	**Assessed project and presentation** — Each delegate presents an improvement plan and completes the final assessment.

Upcoming classroom dates

More dates, cities and live online sessions on request.

Dates	City	Length	Fee per delegate
9 Nov 2026 to 13 Nov 2026	Dubai	5 days	**$2,450**
20 Dec 2026 to 31 Dec 2026	Cairo	10 days	**$4,450**
11 Jan 2027 to 15 Jan 2027	Istanbul	5 days	**$2,450**
1 Feb 2027 to 5 Feb 2027	Amsterdam	5 days	**$3,450**
8 Mar 2027 to 12 Mar 2027	Barcelona	5 days	**$3,450**

Fees per delegate (2026 to 2027)

Format	5 days	10 days
Classroom: Dubai, Istanbul, Cairo, Kuala Lumpur	**$2,450**	**$4,450**
Classroom: London, Europe, Singapore	**$3,450**	**$6,250**
Live online	**$1,450**	**$2,650**
In-house, group of up to 15	**From $12,900**	**From $23,500**

Classroom fees include tuition, materials, lunch and refreshments, and a certificate. 10% group saving for 3 delegates, 15% for 5 or more.

Tailored to your team

Change the level, language, length (1 to 20 days) and format, add topics from other courses or entirely new topics, and include your own case studies, site visits or exam preparation. Build it online for an instant indicative fee.

Register or request an in-house proposal

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