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COURSE BROCHURE

# Advanced Mini MBA in Category Strategy and Supplier Value Training Course

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# Advanced Mini MBA in Category Strategy and Supplier Value Training Course

**Ref:** 907_34252 **Date:** 14 – 25 June 2027 **Location:** Rome **Fees:** 11100 GBP

The Mini MBA in Category Strategy and Supplier Value is a 2-week training course for category managers, procurement heads and sourcing leads who are taking on commercial leadership, and it ends with a Category Business Case each participant presents. Boards now judge sourcing by its effect on margin, cash and resilience, not by purchase price alone. Jupiter Prime Training runs this Mini MBA in Category Strategy and Supplier Value for buyers stepping into the boardroom.

## Why Mini MBA in Category Strategy and Supplier Value Matters Now

Three pressures shape category work today. Finance directors expect sourcing choices to show up in gross margin and working capital. Supply markets swing faster, so a single-source category can turn from bargain to bottleneck within a quarter. Sustainability teams and investors want supplier choices that stand up to scrutiny. A category leader who speaks the language of profit, cash and risk wins budget and trust; one who reports only savings is sidelined. The course draws on ISO 20400 Sustainable Procurement guidance and on classic portfolio and cost models used across manufacturing and healthcare supply.

## Who Gains Most from Mini MBA in Category Strategy and Supplier Value

- Leaders who own the strategy, spend and supplier base of one or more categories
- Heads of sourcing who set targets, budgets and approval rules for buying teams
- Supplier relationship owners who manage the commercial health of key accounts
- Commercial finance partners who test sourcing proposals against profit and cash
- Senior buyers preparing to chair cross-functional category councils

A category council that sends its lead buyer, its finance partner and its operations sponsor together gains most, because all three leave sharing one cost model and one business case format.

## Mini MBA in Category Strategy and Supplier Value Capabilities

Participants leave able to translate a category plan into the measures a chief financial officer reads first.

- Calculate total cost of ownership across the life of a contract — category council sign-off
- Build a should-cost model from materials, labour and overhead drivers — supplier price challenge
- Assess supplier dependence and switching cost with portfolio models — sourcing route choice
- Weigh payment terms against supplier health and inventory cost — treasury and finance directors
- Design a negotiation plan based on value levers rather than price alone — executive sponsors

- Communicate a category case in profit, cash and risk terms — boards and budget holders

## Key Mini MBA in Category Strategy and Supplier Value Terms

- Category strategy — a multi-year plan for how a group of related purchases is bought, from which suppliers, and to what commercial end.
- Total cost of ownership — every cost of buying, using, maintaining and disposing of an item, not just its unit price.
- Should-cost model — an estimate of what a product ought to cost, built from its inputs, used to test supplier quotes.
- Kraljic matrix — a portfolio model that sorts categories by profit impact and supply risk to set a buying approach.
- Cash conversion cycle — the days between paying suppliers and collecting from customers, shaped directly by sourcing terms.
- BATNA — the best alternative to a negotiated agreement, which sets the walk-away point in supplier talks.

## Mini MBA in Category Strategy and Supplier Value Day by Day

### Day 1: The Commercial Lens on Categories

- Profit and Loss Reading for Buyers — Where Spend Hits Margin
- Balance Sheet Basics — Inventory, Payables and Asset Exposure
- Spend Cube Segmentation — Choosing Categories That Move Profit
- Stakeholder Mapping for Category Councils — Securing Executive Sponsorship
- Value Chain Analysis — Linking Purchases to Customer Value

### Day 2: Supply Market Intelligence

- Porter's Five Forces for Supply Markets — Gauging Supplier Power
- Supplier Market Concentration Mapping — Single Versus Multi-Source Exposure
- Commodity Index Tracking — Timing Contract Renewals
- Supplier Preferencing Model — Reading How Suppliers See You
- PESTLE Scanning for Categories — Anticipating External Shocks

### Day 3: Portfolio Positioning

- Kraljic Matrix Placement — Setting Leverage, Strategic or Routine Approaches
- Make-or-Buy Appraisal — Insourcing Versus Outsourcing Capacity
- Demand Shaping and Specification Challenge — Reducing Need Before Price
- Bundling and Unbundling Spend — Aggregation Versus Specialist Access
- Category Strategy Canvas — Agreeing Objectives With Budget Holders

## Day 4: Total Cost of Ownership

- Lifecycle Cost Breakdown — Acquisition, Operation, Maintenance and Disposal
- Hidden Cost Discovery — Quality Failure, Downtime and Freight
- Net Present Value of Supplier Options — Comparing Multi-Year Offers
- Sensitivity Testing — Which Assumptions Change the Preferred Supplier
- TCO Scorecards in Tender Evaluation — Defensible Award Recommendations

## Day 5: Should-Cost Modelling

- Cost Driver Decomposition — Materials, Conversion, Overhead and Margin
- Learning Curve Estimates — Expected Price Decline on Volume
- Open-Book Costing Requests — When Suppliers Share Their Numbers
- Price Variance Analysis — Separating Market Moves From Supplier Performance
- Indexation Clauses — Sharing Raw Material Risk Fairly

## Day 6: Working Capital and Supplier Terms

- Cash Conversion Cycle Modelling — Effect of Payment Day Changes
- Supply Chain Finance Options — Extending Terms Without Weakening Suppliers
- Consignment and Vendor-Managed Inventory — Shifting Stock Holding Cost
- Supplier Financial Health Ratios — Spotting Distress Early
- Early Payment Discount Appraisal — Treasury Versus Procurement Trade-Offs

## Day 7: Supplier Relationship Value

- Supplier Segmentation for Relationship Effort — Where to Invest Time
- Joint Value Roadmaps — Innovation and Cost Ideas With Key Suppliers
- Balanced Supplier Scorecards — Linking Performance to Volume Allocation
- Gain-Share Mechanisms — Rewarding Supplier-Led Savings
- Exit and Transition Planning — Keeping Switching Credible

## Day 8: Negotiation Economics

- BATNA and Reservation Price Setting — Knowing When to Walk Away
- Value Lever Trading — Volume, Term, Payment and Specification
- Game Theory in Competitive Tenders — Reading Bidder Behaviour
- Electronic Reverse Auction Fit — When Price Competition Works
- Negotiation Team Roles — Coordinating Finance, Legal and Operations

## Day 9: Risk and Responsible Sourcing Decisions

- Supply Risk Heat Maps — Prioritising Mitigation Spend
- Dual Sourcing Cost-Benefit — Resilience Premium Versus Savings
- ISO 20400 Sustainable Procurement Principles — Embedding Responsible Criteria
- Carbon Hotspot Screening by Category — Supplier Engagement Priorities
- Scenario Planning for Disruption — Pre-Agreed Contingency Triggers

## Day 10: Practising the Category Business Case

- TCO and Should-Cost Evidence Pack — Building the Financial Core
- Working Capital Impact Statement — Showing Cash Effect to Finance
- Risk and Sustainability Appendix — Answering Board Challenges
- Executive Pitch Rehearsal — Handling Sponsor Objections
- Category Business Case Presentation — Final Recommendation to the Panel

## Applying Mini MBA in Category Strategy and Supplier Value After the Course

- Rebuild one live category plan around a total cost of ownership model and a should-cost check, then table it at the next category council.
- Run a working capital review with the finance partner on the top ten suppliers, testing payment terms against supplier health ratios.

## Mini MBA in Category Strategy and Supplier Value Questions FAQ

### What is the Mini MBA in Category Strategy and Supplier Value and why does it matter now?

It is a business education for category leaders that links sourcing choices to margin, cash and risk. It matters now because finance teams and boards judge procurement by commercial impact, and category leaders need models and language that stand up in those discussions.

### Which roles gain most from the Mini MBA in Category Strategy and Supplier Value?

Category managers, heads of sourcing and supplier relationship owners gain most. Commercial finance partners who review sourcing proposals also benefit, because they learn the cost and portfolio models buyers use and can challenge them on equal footing.

### How does the Mini MBA in Category Strategy and Supplier Value differ from a purchasing platform or contract course?

It centres on the economics of category decisions rather than systems or contract drafting. You work with total cost, should-cost, working capital and negotiation value, leaving procurement technology and legal clause work to neighbouring courses on those subjects.

### What do you bring back from the Mini MBA in Category Strategy and Supplier Value?

You bring back a category case tested by peers and facilitators, plus reusable models for lifecycle cost, should-cost and payment terms. These let you present any future sourcing proposal in the profit, cash and risk terms finance leaders expect.

## Mini MBA in Category Strategy and Supplier Value: The Way Forward

The Category Business Case is the first tool to use back at work. It informs the next sourcing route decision for a high-spend category and is read by the category council, the finance partner and the executive sponsor. After its first use, revisit the supplier relationship assumptions, since joint value roadmaps often reveal savings and resilience options the original case missed.