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Important Steps To Take To
Implement True Category
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Benefits Procurement
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find that this book is by far the easiest read and most useful tool in understanding CM, the benefits of CM, and how to implement CM without falling into the pitfalls that cause it to fail.

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example of a product that has transformed price per occasion In an industry that can feel very complicated, it is often useful to step back and revisit first principles.

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Category management is a strategic approach that aligns procurement with the overall vision and objectives of the organization. By making the transition from a

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traditional to a strategic model, companies that have a category management-driven approach achieve new levels of stakeholder alignment.

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Category Management Strategy

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Category management was developed in the 1980s and takes a project management approach to sourcing to achieve improved outcomes, which is structured, measurable and drives continuous improvement. It

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is used in both the public and private sector, and while there is no standard categorization or grouping requirements, a general rule is to group goods and services that have similar characteristics.

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Management*
Simplified, is an in-depth
easy read that captures the
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have read several CM books to gain a deep understanding of how other practitioners use and implement CM and find that this book is by far the easiest read and most useful tool in understanding CM, the

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benefits of CM, and how to implement CM without falling into the pitfalls that cause it to fail.

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CATEGORY MANAGEMENT 5.1

Implement category strategy
/ plan STEP 6 Category
Management CATEGORY PLANNING
5.1 Finalise category plan
using template and
communicate to 3.1 Profile
the Current State ie;

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contracts; improvement 4.1

Assess / confirm current
business environment and

CATEGORY PLAN DEVELOPMENT

STEP 4 Set Category

Direction CATEGORY . . .

Category Planning Process -

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CIPS Simplified The 9 Most

The first step in the category management process is to define your category.

How do you do that? Simply put, it comes down to putting yourself in your customer's shoes and

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looking at how they perceive a particular category.

Another way to define your category is to look at it and attempt to figure out the customer need that it would satisfy.

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*Unpacking the 6-step
Category Management Process*
` Category management is a
process that involves
managing product And Realize
as business units and
customizing them on a store-
by-store basis to satisfy

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customer needs. ' (Nielsen, 1992)

Category management::

Strengths, limits and developments

Category management is a retailing and purchasing

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concept in which the range of products purchased by a business organization or sold by a retailer is broken down into discrete groups of similar or related products; these groups are known as product categories (examples

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of grocery categories might be: tinned fish, washing detergent, toothpastes).

Category management – Wikipedia

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collaboration and capability survey. Plus, retailers' focus on cutting supply chain costs challenges their ability to implement initiatives consistently well. Easy implementation should be a key objective of

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your category management projects. Consider how you can support the retailer by

implement true category

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You are a degree qualified with MCIPS. You have experience in procurement or category management. You have a proven track record of evaluating spend and engaging with business stakeholders. You can

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transforms planograms into step-by-step instructions and gives retailers “x-ray vision” into stores BOSTON – (Dec. 19, 2019) – One Door, Inc., the leading provider of cloud-based visual merchandising software,

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today announced a signed partnership agreement with JDA Software, Inc. Together, JDA and One Door will integrate JDA's category management and space . . .

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The Category Management

Handbook Retail Category

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