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| **SESSION** | **JUL-AUG ‘24** |
| **PROGRAM** | **MASTER OF BUSINESS ADMINISTRATION (MBA)** |
| **SEMESTER** | **IV** |
| **COURSE CODE & NAME** | **DSCM402 CATEGORY MANAGEMENT IN PURCHASING** |
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**Assignment Set – 1**

**1. What is concept of category management in Purchase? Explain with examples.**

**Ans 1.**

**Concept of Category Management in Purchase**

Category Management in purchasing refers to a strategic approach to procurement, where related products or services are grouped into categories that are managed collectively to maximize efficiency and value. Unlike traditional purchasing, which focuses primarily on cost reduction for individual items, category management aims to align procurement strategies with business objectives by analyzing entire categories of spend, supply markets, and supplier relationships.

**Core Principles of Category Management**

Category management operates on principles such as segmentation, value optimization, and

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**2. Identify Circular process in category management with suitable examples.**

**Ans 2.**

**Circular Process in Category Management**

The circular process in category management refers to a continuous, iterative cycle of activities that ensures the category's procurement strategy remains dynamic, effective, and aligned with changing business and market conditions. This process emphasizes adaptability and long-term value creation through continuous improvement.

**Stages in the Circular Process**

1. **Market and Spend Analysis** The process begins with analyzing the current spend

**3. Assess in detail with examples - Recruiting the team members in category Management**

**Ans 3.**

**Recruiting Team Members in Category Management**

Recruiting the right team members is critical for successful category management, as it requires a blend of strategic thinking, analytical skills, and deep industry knowledge. A well-rounded team ensures that the organization can develop and implement effective category strategies, maintain supplier relationships, and drive value for the business.

**Key Attributes for Category Management Team Members**

Effective category management demands professionals who possess a mix of technical and

**Assignment Set – 2**

**4. Identify the value adding points in supply chain**

**Ans 4.**

**Value-Adding Points in the Supply Chain**

A well-optimized supply chain adds value by improving efficiency, reducing costs, and enhancing customer satisfaction. Value addition in the supply chain is achieved by implementing strategies that streamline operations, foster innovation, and ensure alignment with business objectives. Each stage of the supply chain offers opportunities for value creation, from procurement and production to distribution and customer service.

**Procurement as a Value-Adding Function**

Procurement is the starting point for value creation in the supply chain. By selecting the right

**5. Distinguish Risk and Contingency Planning with suitable examples**

**Ans 5.**

**Distinguishing Risk and Contingency Planning**

Risk and contingency planning are interrelated yet distinct concepts in management. Both are critical for ensuring organizational resilience and stability, but they address different aspects of uncertainty. Risk planning focuses on identifying and assessing potential threats, while contingency planning prepares the organization to respond effectively if those threats materialize.

**Understanding Risk Planning**

Risk planning is the process of identifying potential risks, analyzing their impact, and

**6. Explain contract planning in detail with examples**

**Ans 6.**

**Contract Planning in Detail**

Contract planning is a systematic process of developing, negotiating, and finalizing agreements between parties to ensure that objectives are clearly defined, responsibilities are allocated, and risks are managed. It is a critical phase in procurement and project management, as contracts serve as the foundation for successful collaborations.

**Stages of Contract Planning**

1. **Needs Assessment** The first step in contract planning involves understanding the organization’s requirements. This stage defines the scope of work, deliverables,