

Category Management Workshop

Introduction to Category Management

The Indian Retail landscape is changing fast bringing new challenges to FMCG manufacturers and Retailers alike. How can you outperform your competitors? Are you well equipped to win the battle for category growth and market share?

Benefits of attending this workshop

1. Through effective Category Management process, both retailers and suppliers can achieve a win-win business relationship
2. Optimize the use of sales and marketing resources to drive sales and to apply them across all retail chains
3. Optimize the use of Nielsen Retail Audit Data in a Category Management framework to drive your brand and total category sales
4. Understand the meaning of Category Management and how to achieve successful implementation of the process with the retailers
5. Tactics to achieve immediate positive impact on Retailers Top line and Bottom line

Workshop Content

For suppliers and retailers to work effectively together requires a great deal of mutual understanding. Probably the best way of building this understanding is for suppliers to appreciate all the issues that a category manager typically faces in managing the category on a day-to-day basis. The following topics will build your knowledge and understanding on :

1. Defining a category and understanding the category's target consumer
2. Determining category role and potential objectives
3. Building a category overview and analysis of retailer performance
4. Product range and space management decisions
5. Price and Promotion management decisions
6. Examples of how category management is being applied

By understanding the above, you will know what an effective Category Management approach in retailer perspective is and to translate them into your day-to-day business process.



Who should attend?

Middle to Senior Management from

1. Retailers : Category/ Buying and Merchandising Heads
2. Manufacturers/ Suppliers : Customer Marketing, Trade Marketing, Key Accounts Management and Category Management

The session will be interactive through

Group discussion, group and individual exercise, case study and presentation, and lecture.

Our Speaker's Credentials – Christoph Michel

Industry knowledge

- Retail and FMCG

Senior Manager Retailer Services and Merchandising Services (Vietnam & Asia Pacific), The Nielsen Company

- Responsible for retailer services in emerging Vietnam market
- Responsible for Asia Pacific development of Category Management capabilities
- Has conducted numerous Category Management seminars with retailers and manufacturers in India and the region

Sales Development and Category Manager

- 9 years experience in FMCG
- Numerous Category Management projects in Switzerland, France, South Africa, South Korea
- Projects with both local and international retailers and wholesaler/ cash&carry chains
- Trained more than 150 top commercial managers and directors on sales processes in Europe, Africa and Asia

Workshop Fee & Details

Date :	7th - 8th June (Monday and Tuesday)
Venue :	JW Marriot, Juhu, Mumbai
Time :	9:00am - 6:00pm
Speaker :	Christoph Michel, Senior Manager Retailer Services and Merchandising Services (Vietnam& Asia Pacific), The Nielsen Company
Cost :	INR 20,000
Registration :	Please make early registration. We have maximum 30 seats in each workshop available on a first come first serve basis. Seats are strictly limited to maximize participation and ensure effective learning. Last date for receipt of delegate fee is 20th May, 2010. We offer 5% early bird discount for registration before 30th April, 2010.
Inclusions :	Comprehensive course material and case study Business lunch; coffee breaks with snack items on both days

Testimonials from Past Participants

"Very useful and applicable"

"It's fantastic as it gave me a lot of insights about Category Management to work with"

"Very good because practical, not just theory"



Category Management Workshop Agenda

DAY 1	
8:30-9:00am	Registration
Introduction : The Indian Marketplace	Assess today's relevance for Category Management
Why do Category Management?	What to expect from Category Management?
Definition, roles and responsibilities	A simple overview of Category Management, its process and its benefits
Category Management Process : Category Definition	How to define a category decision tree
Category Management Process : Category Role	How to assign the optimal role for a category
Category Management Process : Category Assessment	What to look for in order to understand the category, its products, market trends, consumers, shoppers, suppliers
Category Management Process : Category Scorecard	How to set the appropriate KPIs
Category Management Process : Category Strategies	How to define the best strategies to reach your objectives

DAY 2	
9:00am	Review Day One
Common Shopper Behavior	How to unleash growth from the basics
Category Management Process : Category Tactics	Which products to include in the assortment? Where to place the category in the store? How to merchandise products? Which prices to apply? What promotions to implement?
Category Management Process : Category Implementation	How to ensure all is being put in place as agreed
Category Management Process : Category Review	How to review the results and take corrective actions
Summary, tools and data needed	How to be as efficient as possible
Q&A	



Category Management Workshop Enrolment Form

To enroll, kindly fill in the form below and fax to us at the earliest.

Kindly contact your respective Team Account Managers or any one of the following for further details.

Location	Project Manager	Department	Direct Line	Email	Fax
Delhi	Sanjoy Guha Roy	Merchandising Services	91-11-42899121	Sanjoy.guharoy@nielsen.com	91-11-42899099
Mumbai	Deepak Pillai	Merchandising Services	91-22-66632552	Deepak.pillai@nielsen.com	91-22-66632501

YES, I / We want to join the Nielsen Category Management Workshop.

Company	
Address	

	Name (First name, Surname)	Position	Tel.	Email
1.				
2.				
3.				
4.				
5.				

Number of Enrolment : _____ Total Program Fee : _____

Upon confirmation of your registration, we will require a non-refundable seminar fee of INR 20,000 (Taxes as applicable) per registrant latest by 20th May, 2010, made payable to ACNielsen ORG Marg Pvt. Ltd. Please send the cheque addressed to Prashant Neelee at ACNielsen ORG Marg Pvt. Ltd., Dr. Ambedkar Road, Voltas House, A Wing, 3rd Floor, Chinchpokli (East), Mumbai 400033.

Early Bird Discount : 5% for enrollment before 30th April, 2010

Group Discount : 10% for 3 or more seats from single organization

There will be no refunds for cancellations after 20th May, 2010. However, you may find a colleague within your company to replace your seat.

Kindly state names to be addressed to when we send invoice and receipt to your company.

	Invoice	Receipt
Name :		
Department :		
Phone :		
Fax :		
Email :		

