



Value Contribution

Shanghai 26-27 June and 4-5 December 2017

Beijing 25-26 September 2017 – Wuhan 27-28 March 2017

Learning Goals

By the end of this module, participants will be able to

- Understand how purchasing can contribute to create value.
- Make their company a preferred client to access valuable supplier innovation
- Identify the unmet needs of the business
- Find opportunities on the supply side
- Involve suppliers in the innovation and development process
- Measure value creation

Methods and Tools

- Workshops and extensive discussions based on personal examples

Target Group

- Commodity Managers, Purchasing Managers, Expert and R&D Buyers, Project Buyers

Duration

- 2 days

Training location

- Shanghai Beijing Wuhan - China



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Phase Content

Day 1

Value Contribution definition and expectations

- What drives differentiation and innovation
- Looking beyond Top suppliers

Category strategy that deliver value

- Developing a value canvas to understand where value can be created
- Identifying unmet needs
- Developing Roadmaps
- Scouting for innovation
- Developing scenarios
- Managing transformation

Day 2

External Value Contribution (from suppliers)

- How suppliers can contribute to value?
- Contribution through innovation?
- Contribution through risks sharing?
- Contribution through capacity?
- How to align our strategy with the suppliers' strategies?
- How to convince suppliers to be their preferred client?
- Which best organisation to contribute to value with suppliers?
- How to measure and reward the suppliers' value contribution?

Credits for



Expert Buyers Certification Programme
