

Topics: Innovation - Value creation - Ecosystems

Course: **LEADING INNOVATION WITH SUPPLIERS**

General information

◆ Aim of the course

Deliver incremental and radical innovation with suppliers.

◆ Learning goals

- Understand the key principles of innovation together with the role of procurement teams and suppliers in innovation
- Identify short and long term, incremental and radical innovation and business opportunities
- Create and update innovation strategies and roadmaps to seek these opportunities
- Position procurement as a knowledge hub where stakeholders seek information on innovation
- Map ecosystems to identify new external capabilities that enable innovation
- Scouting for innovation together with stakeholders
- Organising innovation workshops that connect potential suppliers and stakeholders
- Measure impact and communicate on innovation
- Advocate for and champion initiatives on innovation.

◆ Audience & prerequisites

- Participants need to have a good understanding of advanced Procurement practices such as the development of category strategies and the management of key suppliers.
- A good command of English or French.
- Have the necessary [technical equipment](#) to follow online courses.

◆ Pedagogy

The course comprises 3 steps and combines 3 complementary teaching methods:


1) Self-study & preparatory work

E-modules and pre-reading preparatory-work: Exchange with Stakeholders on their unmet needs.

2) A 3-days face-to-face class

3) Implementation Sprint and Jury



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1. Self-study: between enrolment & face-to-face class
 2. Face-to-face class: 28, 29 & 30 January 2025
 3. Implementation & Jury: 6 weeks

1. Self-study & preparatory work

7 e-Modules covering Innovation theme:

Definition - Process - Maturity Ladders - Business Value Drivers - Needs & Pain Points - Business Ecosystem (Parts 1&2)

Preparatory work:

Exchange with Stakeholders on their unmet needs

2. Three-day face-to-face class content

1. Understanding Innovation

- Key Trends, business impact
- What does Innovation and Value creation mean?
- Workshop: The Surfboard of innovation
- Case study: key learning on where innovation comes from, intellectual property & being attractive for innovation.

2. Engaging with stakeholders to understand their unmet needs

- What are unmet needs?
- How to engage with stakeholders or clients to access unmet needs
- Prioritising unmet needs and defining innovation priorities
- Workshop: Building an innovation strategy and roadmap.

3. Positioning procurement as a knowledge hub

- Why do we need to position Procurement as a knowledge hub
- How to position procurement as a knowledge hub?
- Workshop: preparing your Knowledge hub agenda.

4. Mapping ecosystems

- What is an ecosystem? Why do we need to adopt an ecosystem mindset?
- Innovation as collaboration with multiple suppliers
- Workshop: mapping and engaging with an ecosystem.



Hybrid



5. Scouting for suppliers and organising innovation workshops

- Scouting for innovation
- Organising innovation workshops and other interactions with potential and existing suppliers
- Workshop: Organising an innovation workshop.

6. Communication about innovation

- Measuring the impact of innovation projects
- Sharing goals with stakeholders on innovation
- Communicating on innovation
- Workshop: Communicating on innovation
- Gaining feedback on innovation.

7. Leadership for innovation

- Behaviours
- Acting as role models for these behaviours
- Workshop: Our leadership commitments.

3. Implementation Sprint and Jury

The programme focuses on driving innovation and change. There is a strong emphasis on behavioural changes as part of the programme.

The pedagogy is structured around a rich toolbox and workshops where participants apply what they learn on case studies and on their own scope of responsibility

To complete their programme and graduate participants have 6 weeks to complete their implementation Sprint including:

- Develop an innovation roadmap for their scope of responsibility
- Design a specific initiative with a detailed implementation plan
- An innovation workshop
- A communication plan with key messages for their team, their stakeholders and their suppliers
- A reflection on leadership behaviours needed to act as entrepreneurs on the topics of innovation.

A mix of individual & peer coaching supports the implementation Sprint