

Learning Objectives



To be able to adopt different practices that enable to innovate with suppliers.

- Understand how purchasing can contribute to innovation
- Identify the unmet needs of the business
- Find opportunities within the ecosystem
- Involve suppliers in the innovation projects
- Measure value creation.

General information



Audience

Category managers, project buyers, R&D managers & Internal entrepreneurs.



Prerequisites

- A good command of English or French
- Have the necessary **technical equipment** to follow online courses.

Modalities

Theoretical e-learning through individual selfpaced sessions. This first step has to be considered as the essential pre-work for.



Learning application in online group classes. Participants use actively their knowledge and put into practice in **workshops**, **role-plays**, case studies, presentations and debates.



Graduation

Digital certificate of attendance

Programme of the trainer-led classes



I. Innovation

- Why Innovation is key for procurement
- What is value? What is innovation?
- Workshop: Picking your surfboard for innovation
- Sharing example on the different types of innovation
- Organising Innovation workshops
- Workshop: Plan an innovation workshop with a supplier
- Presentation of the EIPM innovation toolbox.

II. Innovation challenge preparation

- Peer learning session on the challenge (preparatory work)
- Peer and instructor feedback to participants
- Measuring innovation, communicating on the value created by a project
- Crafting a story to share success and influence
- Conclusions.

Self-learning



8 e-modules

- **Innovation definition**
Business Horizons - Innovation sourcing excellence: Three purchasing capabilities for success.
- **Innovation: Process**
What is innovation? - The impact of innovation on value.
- **Innovation: Maturity Ladders**
Innovation sourcing ladders.
- **Innovation: Business Value Drivers**
Understanding how we buy and how we compete - Mapping your business value drivers.
- **Innovation: Needs & Pain Points**
The importance of empathy and understanding pain points - Mastering empathy.
- **Innovation: Business ecosystems - Part 1**
The importance of empathy and understanding pain points - Mastering empathy.
- **Innovation: Business ecosystems - Part 2**
Building a team to map your innovation ecosystem.
- **Innovation: Measuring Performance**
Building a team to map your innovation ecosystem.



Preparatory work for the 2nd class

Option 1: collect a case, take some lessons learned and reflect on what you could use in your context.

Option 2: develop an innovation plan for your category or plan an innovation project.