

Learning Objectives



Deliver incremental and radical innovation with suppliers.

- 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.

General information



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 sessions.

Modalities

The course delivered in **hybrid mode**, comprises **3 steps and combines 3 complementary teaching methods:**




- 1) Self-study & preparatory work
- 2) A 3-day face-to-face class
- 3) Implementation Sprint and Jury



Graduation

Digital certificate of completion

Training courses sequencing

Step 1	Step 2	Step 3
		
Self-learning detailed opposite: <ul style="list-style-type: none"> • 7 e-modules • Preparatory work 	3-day face-to-face class: 7 chapters detailed on the next page	Implementation sprint and presentation to jury
3 hrs (estimation)	21 hrs	4 hrs spread over 6 weeks

8-10 weeks

Self-learning



7 e-modules

- **Innovation: definition**
What is innovation? - The impact of innovation on value.
- **Innovation: process**
The innovation sourcing process.
- **Maturity Ladders**
Innovation Sourcing Ladders.
- **Business Value Drivers**
Understanding how we buy and how we compete - Mapping your business value drivers.
- **Needs & Pain Points**
The importance of empathy and understanding pain points
Mastering empathy.
- **Business Ecosystem - Part 1**
Business ecosystems in Innovation.
- **Business Ecosystem - Part 2**
Building a team to map your innovation ecosystem
Case demonstration.



Preparatory work

Exchange with Stakeholders on their unmet needs.

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