

Value Contribution

Learning Goals

Following 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 within the ecosystem.
- Involve suppliers in the innovation projects.
- Measure value creation.
- Understand open innovation.

Target group

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

Methods and tools

- Workshops and extensive discussions based on personal examples.

Credit for



DAY 1

Value Contribution definition and expectations

- Defining innovation & Value Creation
- Case study
- How to attract innovation from suppliers
- The innovation Piano

Category strategy that deliver value creation

- The three steps to value creation
- Defining a Business unit value drivers
- Defining the contribution of purchasing categories to value drivers
- Identifying unmet needs and leveraging technology roadmaps

DAY 2

- Exploring ecosystem for innovation opportunities
- Scouting for innovation
- Strategy: Developing scenarios

Measuring value creation

- Innovation KPI
- Impact on Business Model
- Value creation Maps

Open innovation

- Concepts
- Tools



This module can also be taken on an independent basis.