

## SUSTAINABLE PROCUREMENT

### Advanced Course



ONLINE TRAINING



CLASSROOM TRAINING



BLENDED LEARNING

An advanced Sustainable Procurement course aimed at experienced or developing procurement and supply chain practitioners as well as some key stakeholders. The course covers all aspects of sustainability and Sustainable Procurement and provides practical resources to implement sustainable procurement within an organization.

This course enables and fully equips your practitioners to establish and implement Sustainable Procurement. It is designed so those attending can enhance and embed Sustainable Procurement approaches within existing procurement practices including Category Management, Supplier Relationship Management (SRM) and Supply Chain Management.

The course provides a solid introduction to the world of sustainability, why we need it, the business case for it, and the frameworks organizations are adopting. It provides an in-depth exploration of Sustainable Procurement and what is necessary to make it happen within an organization. It explores in detail, how to assess sustainability in terms of what we buy, who we buy from and our supply chains, and how to develop and implement targeted improvement initiatives across these areas. The course also explores some key tools to develop a procurement-led approach in an organization to drive in sustainability, such as Sustainability Value Engineering and Hot Spot Analysis. Finally, the course explores how to make Sustainable Procurement part of what we do and how to ensure projects are well supported.

This course is CPD certified, meaning the learning activity has reached the required Continuing Professional Development standards and benchmarks for integrity and quality. It also holds the IFPSM: Programme Accreditation Standard (PAS) and counts as credit towards the Positive Purchasing Master Practitioner in Strategic Procurement programme.

### This course is suitable for:

- Procurement professionals
- Procurement managers or executives
- Junior or developing buyers
- Those working in sustainability functions
- Some stakeholders working with procurement on sustainability projects

### You may also be interested in:

- **Sustainable Procurement Awareness course** – An introductory level course aimed at procurement professionals and anyone else who might support a procurement project or needs an introduction to Sustainable Procurement. This program provides an overview of what sustainability is, and what Sustainable Procurement is. It provides an introduction on where to focus resource, as well as some of the key approaches for driving in sustainability for what we buy, from whom we buy it, and our supply chains.
- **Sustainable Procurement book by Jonathan O'Brien** – Due for release 2023.
- **Procleus®** – The complete online strategic procurement academy, toolkit and resource centre for purchasing professionals. Our Procleus platform enables global procurement teams to deliver remarkable benefits and unlock significant potential from the supply base. Featuring a digital learning library, competency assessment and managed learning programs alongside a suite of processes, tools and templates for procurement and negotiation.

We charge per program or event based on a maximum of 20 delegates for classroom events or 30 for our online programs (depending upon the degree of live online facilitation for breakouts selected). Our fees include trainers, any travel time (within the EU or US), preparation, basic customization and standard course hand-outs (provided in-person or mailed out to delegates for online programs) but exclude venue and facilities hire, reasonable expenses for classroom events and VAT/sales tax where applicable. Certain locations are subject to fees for additional travel time (although our global network of staff means we have most major locations covered). Unless otherwise agreed, all intellectual property used in training or in hand-outs remains the property of Positive Purchasing Ltd and is provided on the basis that it is for use by the delegate who attends the training event in the course of their work for the company who engages us. Unless otherwise agreed, no electronic versions of the training materials will be provided. Making copies of, transmitting or distribution of any Positive Purchasing training materials is strictly forbidden unless we have provided a license to do so. For classroom events, the client is responsible for the provision of the training venue, delegate invitations, logistics and any equipment (as per our specification available upon request). We will supply a summary of course evaluations and feedback post event. Our payment terms are strictly 30 days from receipt of invoice.

## Course Content

### The landscape and the imperative

- Situation Planet Earth - Why the world needs sustainability: the six impact areas
- Introduction to sustainability and Corporate Social Responsibility
- The business case for sustainability
- Sustainability frameworks for improvement

### Where to start

- Introduction to Sustainable Procurement process
- Setting the direction for sustainable procurement (strategy, goals and targets)
- Translating goals to areas of focus
- Mobilizing a Sustainable Procurement program
- Managing sustainability project communications to maximize success

### The Sustainable Procurement assessment

- Assessing the full supply base and also what we buy, who we buy from and our supply chains
- Impact assessment and Hot Spot Analysis
- Sustainability risk assessment
- Sustainability as an opportunity to create new value
- Making all our procurement projects sustainable

- Data gathering, analysis, and building a fact-based sustainability program plan

### Sustainability for what we buy

- Determining sustainability business requirements for a category
- Sustainability value engineering
- Using category management
- Implementing sustainable category and product strategies

### Supplier sustainability projects

- Determining sustainability relationship requirements
- Assessing supplier impacts
- Supplier audit and assessment
- Driving supplier sustainability improvement programs
- Link to SRM

### Supply chain sustainability

- Supply and Value Chain Network (SVCN) mapping
- Approaches to fully understand a SVCN
- Prioritizing supply chain action and how to drive improvements up the supply chain
- Making Sustainable Procurement part of what we do

## Learning Objectives

By the end of this course delegates will be able to:

- Describe what sustainability is and the imperative for action
- Describe what Sustainable Procurement is and how it aligns to corporate objectives
- Develop a business case and internal proposal for a Sustainable Procurement project
- Describe the different frameworks for sustainability and the importance of relevance and significance
- Incorporate sustainability within procurement, Category Management, or SRM projects
- Mobilize and manage Sustainable Procurement projects
- Conduct a sustainability risk and impact assessment for an area of spend, supplier or supply chain
- Determine sustainability business requirements and develop a sustainability roadmap for a category
- Develop sustainability requirements for a supplier relationship
- Describe the approach for audit and assessment of a supplier for sustainability
- Develop a supplier sustainability improvement program
- Conduct supply and value network mapping to assess sustainability impacts and determine an improvement plan

## What You Will Get

This training is delivered by highly experienced procurement experts and can be delivered either live, online, as a series of workshops, as a 3-day classroom event, or a combination of the two, exclusively for your company at almost any location worldwide. Different language options are available and a summary of course evaluations and feedback will be provided after the training.

Delegates will receive:

- Full colour Sustainable Procurement training workbook
- Laminated Sustainable Procurement process
- Copies of all case studies and group work exercises and personalized certificate