

Info for website

- Intro: The benefits of sustainable procurement depend on taking a strategic and programmatic approach, rather than piecemeal steps. Organizations that establish a solid, strategic program make better use of limited resources, engage stakeholders more effectively, and meaningfully measure and track results. This training track will equip you to develop your own strategic sustainable procurement program that drives real impact.
- Intended Audience: Procurement professionals with some familiarity and experience with sustainable procurement who need additional guidance to create an overarching sustainable procurement strategy and effectively identify and execute in prioritized focus areas.
- Learning Objectives:
 - Prioritize efforts to align with organizational commitments
 - Develop an overarching vision to guide your sustainable procurement program
 - Establish meaningful and measurable goals aligned with priorities
 - Consider which solution strategies will best support progress toward goals
 - Identify and enlist key stakeholders in support of sustainable procurement strategy
- Key Takeaways:
 - List of relevant stakeholder types and engagement strategies
 - List of key organizational alignments
 - Draft vision, program charter, and prioritized goals

August 14

3:00 - 5:00 pm

Session title: Sustainable Procurement 101

Unless you are a sustainability expert, you may not have a solid understanding of the definition of sustainability and what it means to practice sustainability through procurement. Or, you may be looking for easy ways to explain these concepts to others. Either way, this session will help by explaining sustainability in an easy to understand framework, describing the potential benefits of sustainable procurement, identifying key drivers for integrating sustainability into procurement, and highlighting the many ways you are likely already engaging in sustainable procurement. Building on this shared understanding, participants will be invited to explore ways to approach sustainable procurement with a multi-issue lens and the many opportunities to incorporate sustainability considerations throughout all aspects of purchasing, from pre-competitive market engagements, bidding, contracting, catalog management, reporting, supplier relationship management, and more.

Pre-work: None

Learning Outcomes:

- Understand and be able to communicate definitions of sustainability and sustainable procurement
- Document ways in which you are currently engaging in sustainable procurement

- Identify new ways to approach sustainable procurement in a multi-issue manner
- Leave empowered to practice sustainable procurement

August 15

11:45 am - 12:35 pm

Session title: The Power of Procurement - Engaging and Activating Critical Allies for Sustainability

Professionally managed procurement offers immense leverage to make change at the scale needed to improve many environmental, social, and economic outcomes. Yet all too often sustainability leads pursue standalone projects, and procurement professionals pursue cost savings, while the huge opportunity that procurement offers to drive change into core business operations goes unaddressed. Often the gaps in language and culture between the different disciplines simply get in the way of effective collaboration.

This session is designed to change this dynamic. Through presentation, case study material, and individualized exercises, participants will develop skills to engage, align, and activate sustainability champions within procurement, and ultimately capture the sustainability potential of the dollars your organization spends.

Pre-work: Stakeholder types worksheet (review)

Learning Outcomes:

- Understand why procurement is such a powerful tool for addressing sustainability
- Become conversant with barriers to procurement's full engagement with sustainability
- Learn about successful approaches to engaging procurement-related stakeholders in relevant sustainability efforts
- Begin to identify key stakeholders, relevant engagement strategies, and upcoming opportunities to take action in collaboration with procurement leaders in your own organization

August 15

4:35 - 5:25 pm

Session title: Alignment and Planning

A well-designed, strategic program will increase the chances that an organization's sustainable procurement efforts will advance organizational goals, including sustainability goals. To build support for a new sustainable procurement program, it's important to document organizational values and consider potential alignments and synergies. This session will make the case for taking a strategic approach to sustainable procurement and support participants in taking an inventory of existing organizational activities, goals, and priorities, to ensure program impact and efficiency.

Pre-work: Inventory + Alignment worksheet (draft)

Learning Outcomes:

- Understand the importance of taking a strategic program approach to sustainable procurement
- Better understand your organization's journey towards sustainable procurement by inventorying your organization's current activities, goals, and priorities
- Make connections between current or planned sustainable procurement activities and existing organizational priorities
- Leave prepared to begin developing sustainable procurement vision and goals that are relevant to your organization and that will support existing organizational priorities

August 16

11:30 am - 12:20 pm

Session title: Vision and Program Charter

Sustainable procurement programs often develop informally, the result of years of ad hoc, opportunistic activities. Rarely are program leaders invited to pick their heads up and think deeply about the future they are hoping to create through their organization's purchasing. But organizations that establish bold, audacious visions find that having a vision in place is grounding and allows the program to take a more strategic approach. This session asks participants to build on the inventory developed in the previous session and take the time needed to develop a big vision for their sustainable procurement programs. With a draft vision in hand, participants will move on to more "practical" thinking with the development of a Program Charter, helping put more structure to how the program will achieve that big vision.

Pre-work: Vision statement (draft)

Learning Outcomes:

- Understand the importance of visioning to support sustainable procurement
- Draft a 5-year "big vision" for the sustainable procurement program
- Begin the development of a Program Charter, with the goal of building a detailed model of how the program will work, the impacts it will address, and the benefits it could realize

August 16

2:45 - 3:35 pm

Session title: Goals, Metrics, and Strategy

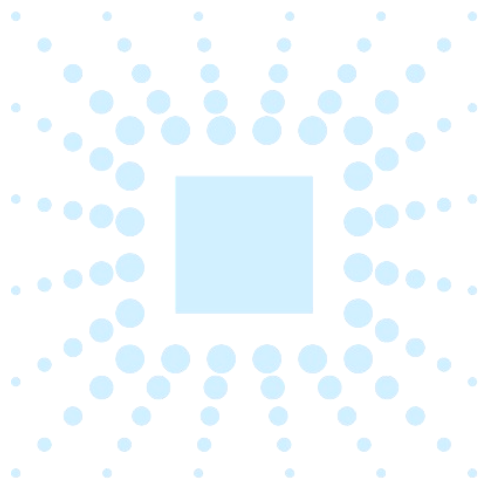
Establishing meaningful, measurable goals and metrics and developing diverse, yet complementary strategies and solutions are critical steps in the creation of a strategic sustainable procurement program. Leveraging the work done in previous sessions, participants will engage in an exercise to prioritize and select a set of key goals and associated metrics that will deliver outcomes that are impactful, aligned with organizational priorities, and focused on

program development. SPLC's Strategy Cycle approach will also be introduced to support the development of strategies to meet the specific program and category goals identified.

Pre-work: Goals brainstorm (draft)

Learning Outcomes:

- Understand key benefits of establishing metrics and goals for program and/or category strategies
- Understand common types of goals and metrics in sustainable procurement and be able to recognize their maturity path towards impact
- Develop goals and metrics aligned with organizational priorities and commitments
- Apply a strategy cycle approach to support sustainable procurement strategy development



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