

# Course : Working with suppliers to innovate

*Practical course - 2d - 14h00 - Ref. HJT*  
*Price : 1360 € E.T.*

How to adapt your practices to the new purchasing environment: start-up collaboration, digitalization, development of supplier innovation. This course provides you with the keys to building partnerships, developing responsible supplier relationship management and leadership skills.

## Teaching objectives

At the end of the training, the participant will be able to:

- ✓ Identifying new purchasing challenges
- ✓ Adapt your supplier panel
- ✓ Setting up the conditions for collaboration
- ✓ Identify new skills to be mobilized

## Intended audience

Purchasing managers, experienced buyers, buyers involved in innovation purchasing.

## Prerequisites

Good knowledge and operational experience of purchasing.

## Practical details

### Teaching methods

Case studies, exercises and self-diagnostics help you to make the most of the main methods and tools presented.

## Course schedule

### PARTICIPANTS

Purchasing managers, experienced buyers, buyers involved in innovation purchasing.

### PREREQUISITES

Good knowledge and operational experience of purchasing.

### TRAINER QUALIFICATIONS

The experts leading the training are specialists in the covered subjects. They have been approved by our instructional teams for both their professional knowledge and their teaching ability, for each course they teach. They have at least five to ten years of experience in their field and hold (or have held) decision-making positions in companies.

### ASSESSMENT TERMS

The trainer evaluates each participant's academic progress throughout the training using multiple choice, scenarios, hands-on work and more.

Participants also complete a placement test before and after the course to measure the skills they've developed.

## 1 The new challenges of purchasing

- Develop corporate agility.
- Coping with the growing complexity of purchasing: purchasing from start-ups, digital purchasing...
- Understanding new expectations: from cost killing to co-innovation.
- Position purchasing to meet expectations: cost reduction, co-development, etc.
- Identify the nature of supplier relationships to be developed: competitiveness, trust, growth.

### Case study

Map the purchasing portfolio and define the type of supplier relationship to be favored.

## 2 Adapting your supplier panel

- Identify strategic suppliers.
- Integrating innovation into Porter's model.
- Define an action plan to develop innovation.

### Exercise

Draw up a strategic supplier matrix.

## 3 Setting up the key factors of the collaboration process

- Select a supplier by prioritizing its innovative capabilities.
- Develop supplier relationships based on trust and the sharing of risks and benefits.
- Adapt internal organization: management commitment, coordination of different departments.

### Exercise

Identify the conditions for successful collaboration with an innovative SME.

## 4 Measuring the quality of customer-supplier relations

- Set up measurement indicators.
- Draw inspiration from the 18 skills in the Peak Collaborative Index.

### Exercise

Self-diagnosis of the quality of customer-supplier relations.

## 5 Use the Responsible Supplier Relations Charter and Label to develop collaborative relationships and partnerships

- Discover the 5 areas of commitment and 15 criteria.
- Share best practices.

### Exercise

Self-assessment of your purchasing organization and identification of areas for improvement.

### TEACHING AIDS AND TECHNICAL RESOURCES

- The main teaching aids and instructional methods used in the training are audiovisual aids, documentation and course material, hands-on application exercises and corrected exercises for practical training courses, case studies and coverage of real cases for training seminars.
- At the end of each course or seminar, ORSYS provides participants with a course evaluation questionnaire that is analysed by our instructional teams.
- A check-in sheet for each half-day of attendance is provided at the end of the training, along with a course completion certificate if the trainee attended the entire session.

### TERMS AND DEADLINES

Registration must be completed 24 hours before the start of the training.

### ACCESSIBILITY FOR PEOPLE WITH DISABILITIES

Do you need special accessibility accommodations? Contact Mrs. Fosse, Disability Manager, at [psh-accueil@orsys.fr](mailto:psh-accueil@orsys.fr) to review your request and its feasibility.

## 6 Identify the skills needed to develop collaborative purchasing

- Generating trust: the key factors of motivation.
- Know and apply the principles of servant leadership: listening, coaching, influencing...
- Leading change and working in project mode.

### Hands-on work

Workshop: identify the soft skills you need to develop to move from buyer to [[Business Partner]].

## Dates and locations

### REMOTE CLASS

2026 : 9 Mar., 1 June, 12 Oct.

### PARIS LA DÉFENSE

2026 : 9 Mar., 1 June, 12 Oct.