

**AHK**

Deutsch-Kroatische
Industrie- und Handelskammer
Njemačko-hrvatska industrijska
i trgovinska komora

AHK Online Training Fit for sustainable business in Europe



10. – 11. October 2024 | Online

Course
in
English

Become a Key Enabler of Sustainable Procurement Excellence in your company!

2 Days | 10. – 11. October 2024 | Online

A best-in-class Training Course

in Co-Operation with IPG Group

providing key insights on sustainable procurement standards to meet requirements for successful trade and growth within the European Union



Holistic view and practice-oriented approach



Practical knowledge and skills by case studies, exercises and check lists



Gain proficiency in utilizing specific implementation tools to solve challenge



Optional: **“Certificate of expertise”** for Tailored Transfer to Your Company's Needs!

Why You Shouldn't Miss Out!

Sustainability in the European Union has long been an integral part of economic and social debates. Consumers and other stakeholders are increasingly advocating for a more robust **commitment to the circular economy, sustainable raw materials, and recycling concepts**.

Sustainability is evolving into a **strategic competitive advantage** for companies and a **prerequisite for long-term business growth** in international trade relations.

Procurement is assuming a crucial role in global sustainable development to fulfill EU requirements for sustainable business in global supply chains.

Who Should Attend?

This course is crucial for companies which want to grow their international business within the European Union by meeting sustainability regulations (e.g. European Green Deal, Corporate Sustainability Due Diligence Directive -CSDDD) and related standards (e.g. ISO 20400:2017)

This course is designed for **purchasing managers, supply chain managers, procurement officers, strategic buyers, quality managers, environmental managers, and sustainability managers** across diverse industries and sectors. It is ideal for those **aiming to incorporate sustainability criteria into their procurement processes** and enhance material group and supplier management professionally.

The course caters to participants from both the private and public sectors.



<https://kroatien.ahk.de/hr/>

AHK Online Training

Fit for sustainable business in Europe

CONTENTS

1 Sustainable purchasing: regulatory framework conditions

- Definition, reasons, motivation and obstacles
- Background, development and core elements of the most important laws and legal frameworks
- What obligations arise for companies, what opportunities can be derived?

2 Pulse Check and strategy derivation in purchasing

- Analysis of the status quo of sustainable procurement management
- Supply chain analysis: social and environmental risks along the supply chain
- Risk assessment along the value chain, country and sector risks

3 Product group analysis

- Development of a sustainable shared ownership strategy: initial situation, objectives, thrusts and individual objectives
- Derivation of NH measures using a checklist for all important NH priorities
- Consideration of sustainability in tenders, suitability criteria, technical specifications and award criteria

4 Supplier analysis: sustainability risks

- Instruments/methods for the systematic realization of professional supplier management
- Supplier self-disclosure and Supplier Code of Conduct
- Controlling strategic supplier management: managing supplier strategies with NH key figures

5 Analysis: Sustainability risks in the supply chain

- Standards for compliance with corporate due diligence along the supply chain
- Supply chain analysis: social and environmental risks along the supply chain
- Methods, procedures and risk assessment for implementing sustainability standards along the value chain

6 Tool guide for the expansion of sustainable procurement

- Overview of the most important tools and requirements and obstacles to the use of digital and technological solutions
- Tools for analyzing and monitoring sustainability targets along the entire supply chain and measuring ongoing progress on key sustainability indicators

7 Transformation management in purchasing

- Phase model for establishing sustainable procurement
- Organizational anchoring of sustainability in purchasing
- Incorporating sustainable procurement into an integrated (environmental) management system
- Ongoing risk management from a CSR perspective

Optional:

Certificate Exam – for the Best Possible Practical Transfer!

In addition to the seven course modules, an individual examination opportunity is available:

Applying the knowledge gained, you will **craft a personalized transformation roadmap for your company**. This roadmap will be presented during an oral exam via video conference following the modules. Subsequently, engaging in an expert discussion, you'll have the chance to elaborate on your approach and **receive further recommendations and assistance for the future**.

After you passed the exam successfully you will receive a **«certificate of expertise»** for sustainable procurement management.

TALK TO US

For questions regarding content



Kontakt

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Member Relations & Events

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<https://kroatien.ahk.de/hr/>

AHK Online Training

Fit for sustainable business in Europe

At Your Side – Our Experienced Trainer and Transformation Expert from Sustainable Procurement Best Practices

Carsten Vollrath, CEO, IPG GROUP



„Sustainable procurement makes a decisive contribution to creating long-term value for companies by not only reducing environmental and social impacts, but also offering economic benefits and better positioning the company for future challenges. The Best Practice Training «Fit for Growth» is a must for all executives in purchasing and supply chain management.“

Your Trainer

Carsten Vollrath has over **30 years of industry and consulting experience**. His practice focuses on strategy and business model innovation as well as cost reduction, efficiency and quality improvement for purchasing, supply chain and production. The development and implementation of **innovative sustainable and digital approaches** in the area of **business transformation and operating models** as well as the **future of procurement and supply management** form the central focus of his activities and publications.

Benefits & Methodology

- 1** This course offers a **holistic view and practice-oriented approach to the fields of action and opportunities available in procurement**. It aims to **systematically integrate sustainability into procurement strategies and practices**.
- 2** The course **imparts practical knowledge and skills** essential for professionally **analyzing and further developing procurement** towards establishing a sustainable procurement organization. Through presentations, case studies, exercises, and checklists paired with selected practical examples, ample time for discussion, and addressing individual queries, **participants gain tangible guidance** applicable to their respective organizations and processes.
- 3** Case studies and practical exercises illustrate the challenges, tasks, and interconnections between the seven training modules and convey the training material in a lively and vivid way. Participants **gain proficiency in utilizing specific implementation tools to solve challenges** in sustainable everyday purchasing, ensuring high practical relevance and benefits.

Participants who opt out of the final exams will receive a **"certificate of participation"**.

Additional Option - Participation in the final exam is voluntary:

The Certificate Exam: Develop Your Individual Transformation Roadmap!

- 4** To acquire the **"certificate of expertise"**, participants engage in a practical project involving the formulation of a project proposal or roadmap titled **"Analysis and Further Steps for Sustainable Procurement Development/Enhancement"**. By participating in the certificate exam, you'll be empowered to **transfer sustainability challenges to your individual procurement environment**, fostering initial solution approaches **tailored to your company**. The **oral examination** encompasses presenting the practical use case for sustainable procurement in your company incl. a transformation roadmap followed by a technical discussion. The **individual „use case"** integrated into the final exam process ensures **high practical relevance** within each participant's company and procurement environment. It serves as an **ideal platform** for their own sustainable procurement initiatives.

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Registration

Tel.: +385 1 6311 619 | Email: karin.cikron@ahk.hr

AHK Kroatien | Njemačko-hrvatska industrijska i trgovinska komora

Strojarska cesta 22/11, 10000 Zagreb, Kroatien/Hrvatska | Tel.: + 385
(0)1 6311 619 |

☒ **Yes, I want to register to the AHK Kroatien training «Fit for sustainable business»**

☐ 2 Days | October 10 - 11, 2024 | ONLINE |

☐ Additional Certificate Exam

The dates for the optional virtual certificate exam will be arranged individually between participants and trainers.

Please note that when booking the AHK training, the participant's email address is required for sending the dial-in link!

Register now!
karin.cikron@ahk.hr

Last name, first name

Position, Division

Company

Street/P.O. Box

ZIP Code/City

Phone

Email

Date/Signature

Billing address:

Street/P.O. Box

ZIP Code/City

Date and location

ONLINE

Day1: 10.10.2024; 09:00 – 17:00 CET

Day 2: 11.10.2024, 09:00 - 14:00 CET

The dates for the optional virtual certificate exam will be arranged individually between participants and trainers.

Participation fee

• AHK Online Training „Fit for sustainable business in Europe”: 950 € + VAT

• Additional Certificate Exam: 350 € + VAT

The final examination is voluntary. Participants who choose not to take the final exam will still be awarded a certificate of participation.

Confirmation of registration

After registration you will immediately receive confirmation of your registration to participate in the event. Please check that your name and company name are spelt correctly. Please note that the participant's e-mail address is needed for further correspondence. The dial-in details will be sent to you by e-mail shortly before the event.

Reservations of right of modification

The AHK Kroatien is entitled to make necessary organisational, content-related and methodological changes to the event, provided these do not significantly change the benefits for the participant. This also includes holding the event digitally. Furthermore, the AHK Kroatien is authorised to replace the scheduled speaker with speakers with the same qualifications in the event of illness, accident or other unforeseen reasons in order to avoid cancellation of the event.

Cancellation

Event registrations can only be cancelled in writing, namely by letter, fax or e-mail. Cancellations can be made without specifying reasons up to 2 weeks before the start of the event. If a cancellation is made up to 2 weeks before the start of the event, a net cancellation fee of 15 percent of the participation fee will be charged and, where applicable, will be deducted from the participation fee already paid. If an event registration is not cancelled until 2 weeks or less before the start of the event, the entire participation fee will be charged. Cancellation fees will not be charged if a substitute participant is listed in the contract.

We reserve the right to make changes!



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