



FAQ for supporting companies that want to invite suppliers to participate in the econchain trainings

How can I successfully structure the selection of suppliers internally?

- Ideally, the procurement leadership team should support the trainings, but at least the trainings should be supported by the management of the relevant responsible procurement area.
- It is helpful to appoint a person who coordinates supplier selection and serves as an internal contact for questions. This internal contact person should build up sound knowledge about the training.
- The internal coordination of supplier selection should include setting and following up deadlines for the internal nomination of suppliers, internal coordination of the final nomination list, final selection of suppliers, and inviting suppliers to trainings.
- Procurement area managers should be involved in supplier selection and assume accountability, while the supplier manager is responsible.
- The trainings should be communicated internally (e.g. in team meetings, townhalls, leadership calls).

How can I convince suppliers to participate?

Participation in the training:

- ... supports the implementation of increasing sustainability requirements (e.g. legal or customer requirements)
- ... promotes human resources development
- ... prepares for sustainability audits and assessments
- ... supports the elimination of sustainability deficits
- ... establishes contacts to other companies
- ... enables learning from peers and other sectors
- ... supports the German industry in the implementation of its sustainability efforts
- ... can be used as evidence for continuous improvement efforts (e.g. in existing / future business relationships)