

---

PROCURIOS NEXT GEN ROUNDTABLE

---

**DELIVERING FOR THE BUSINESS – STRATEGIES FOR BETTER PERFORMANCE**  
**TUESDAY 15 JUNE 2021**

<b>13.45 GMT</b>	<b>Delegates can log on</b>
<b>14.00</b>	<p><b>Welcome by Roundtable Chair, Helen Mackenzie</b></p> <ul style="list-style-type: none"> <li>▪ Agenda Overview</li> <li>▪ Rules of play for making the most of the roundtable</li> </ul>
<b>14.05</b>	<p><b>The Quick-Fire Intro</b></p> <p>A quick-fire introduction to Roundtable participants</p> <ul style="list-style-type: none"> <li>▪ Name</li> <li>▪ Role and Organisation</li> <li>▪ My favourite entrepreneur</li> </ul>
<b>14.20</b>	<p><b>Making Excellence Business as Usual</b></p> <p>Many procurement teams have been involved in delivering significant changes in the way the business does things over the past year. Some have really stepped up when the pandemic meant that times were tough. But sustaining that level of performance over time can be challenging can't it.</p> <p>So how do we keep things going? For our keynote we're delighted to welcome Jamil Qureshi to the Procurious Roundtable. Jamil's approach to performance enhancement combines the psychology of performance, the psychology of leadership, leadership attitudes, improving people, cultural change techniques and team performance. All the elements needed to translate that vision of sustained performance into reality.</p>
<b>14.50</b>	<p><b>Taking stock working group</b></p> <p>An important part of our Roundtable ethos is to build relationships and a peer-support network. In this session we break into smaller groups to focus on the following questions:</p> <ul style="list-style-type: none"> <li>▪ How has my team improved our performance in the last year?</li> <li>▪ How did we do it?</li> <li>▪ What idea/technique from Jamil's presentation will be the most useful for me in the future?</li> </ul>

<b>15.15</b>	<b>Feedback from the Groups</b>
<b>15.25</b>	<p><b>Instead of thinking outside the box, get rid of the box!</b></p> <p>CPO guest speaker will provide insight into how different commercial arrangement can help to deliver better value for the business</p>
<b>15.50</b>	<b>Afternoon tea break</b>
<b>16.00</b>	<p><b>Future focus break-out</b></p> <p>In this session we will be building the issues forward that we've been discussing during the day.</p> <ul style="list-style-type: none"> <li>• How can we be more commercial and have a cost conscious mindset?</li> <li>• What might be the challenges to adopting that approach?</li> <li>• What help/resources do we need to make this happen?</li> </ul>
<b>16.20</b>	<b>Feedback from the groups</b>
<b>16.30</b>	<p><b>Radical recruiting, is it time to shake up how we source our staff?</b></p> <p>Making a strategic vision a reality always comes down to the capability of the team. And sourcing the right team members when vacancies arise is one of the most critical parts of a leader's role. But old ways of recruitment often result in unsatisfactory outcomes or having to settle for less than the perfect hire.</p> <p>In our final slot of the day Mark Badley, the Managing Director of specialist procurement recruiters Ronin, shares how radical innovation in the recruitment process can help procurement leaders get the best people from an ever-changing labour market.</p>
<b>16.50</b>	<p><b>Wrap Up and Close</b></p> <p>Helen Mackenzie will draw the event to a close and summarise key insights and take-aways from the day.</p>
<b>17.00</b>	<b>End of day</b>