Get Ahead of the Curve and Be the Change

**Genentech**
Angela Phillips  
Head of Capability & Development

**Russell Investments**
Viet Ho  
Chief Procurement Officer

**Ontala Performance Solutions**
Linda Tuck Chapman  
President
“Be the Change”: a participative workshop

To lead change, meet rapidly rising expectations, keep or earn that coveted “seat at the table we must:

“Get Ahead of the Curve” .... “Be the Change”

During this workshop, we’ll explore “sea changes” that are changing our companies and jobs:

- Business partners’ needs and expectations
- Tools and technologies
- Required skills, expertise, and attributes
- Surrounding ourselves with the right people
- Where our profession is headed and our value proposition
“Which curve? ...... What change?”

**Increasingly Complex Ecosystems**
- M&A
- JVs and Partnerships
- Channel Partners, Resellers

**Unpredictable Threat Landscape**
- Globalization and Protectionism
- Cyber and Information Security Wars
- High Reliance on Third Parties, et al

**“Speed of Light “ Innovation**
- Robotic Process and Intelligent Automation
- Artificial Intelligence
- Digitization
- Virtualization
- IOT
- Advanced Analytics
Over the last 20 years, procurement has shifted to a strategic function that creates shareholder value.
Will you “Be the Change”?

If savings are your primary value proposition, will you be replaced by robots?

https://robotik.dfki-bremen.de/en/research/teams.html


Reuters/IsseiKato/FilePhoto
### Which attributes/skills/knowledge got us here?

<table>
<thead>
<tr>
<th>Complier</th>
<th>Results Seeker</th>
<th>Adaptor</th>
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<tbody>
<tr>
<td>Follows the rules and encourages others to do so</td>
<td>Meets deadlines</td>
<td>Copes well with disappointments and criticism</td>
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<td></td>
<td>Consistently achieves goals and commitments</td>
<td>Calm under pressure</td>
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<table>
<thead>
<tr>
<th>Innovator</th>
<th>Influencer</th>
<th>Functional Expert</th>
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<tbody>
<tr>
<td>Creative thinker</td>
<td>Effectively presents key points</td>
<td>Specific expert knowledge of internal and external processes and factors</td>
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<tr>
<td>Anticipates business change</td>
<td>Quickly establishes relationships with others at all levels</td>
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<tr>
<td>Specialist with detailed technical expertise</td>
<td>Builds broad and effective networks</td>
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### Attributes

- Agents of change
- Energetic self-starter
- Good communicator
- Good team player
- Flexible
- Good listening skills
- Organizing/Leadership skills:
- Change leader
- Highly analytical / Data driven
- Able to derive insights from data

Source: Adapted from Corporate Executive Board
What do we need for our future success?
Let’s keep the dialogue going

Viet Ho
206.505.46370
vho@russellinvestments.com

Linda Tuck Chapman
416.452.4635 | 917-831-2923
lindatuckchapman@ontala.com

Angela Phillips
650.225.6310
phillips.angela@gene.com
Evaluation How-to:

**Why?**
- Your feedback **drives** SIG Event content
- By signing and submitting your evaluation, you are **automatically entered into a prize drawing**

**How?**

From the **App**
1. Select **Sessions**
2. Select **Day**
3. Select **Workshop WS02**
4. Click on **Clipboard Icon**

**COMPLETE & SUBMIT EVAL**
Workshop # 2

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lindatuckchapman@ontala.com

Genentech
Angela Phillips
Head of Capability & Development
650.225.6310
phillips.angela@gene.com

Russell Investments
Viet Ho
Chief Procurement Officer
206.505.4637
vho@russellinvestments.com

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All Tweeters will be entered to win a $50 Gift Card.

The winner will be announced Thursday, March 29, 2018.
Have an idea or want to present?

If yes, please take a moment and submit your name and idea here:

www.sig.org/present

Thank you!