Negotiating ESG Purpose into Practice

The Challenge

While ESG has become a focal point in today's economy, firms remain challenged in integrating their ESG Purpose and plans across their organization and supply chain.

The effort requires significant cultural and operational changes, reliable data collection and reporting, as well as effective negotiations – with both internal and external partners.

A cohesive supply chain is key. Firms are establishing governance, process, and tools to make ESG principles a reality. Using AI, block chain, NLP, and other tools, customers and suppliers are adapting to new talents and technologies. They are also establishing transparency and accountability throughout their supply chain. This success depends upon effective negotiation tools and talents.

You will Share Some Answers too!

In addition to learning answers from COG's latest research, you will participate in an **interactive breakout session**. You will have an opportunity to discuss the techniques, tools, and insights needed to effectively integrate ESG Purpose with practice.

• How are you defining "ESG Purpose" as a commercial objective?

• How are you negotiating (or plan to negotiate) your ESG Purpose into at least one contract?

Join us and unlock your ability to create superior ESG outcomes and strong supplier relationships.

Register: https://procurementandsupply.com/putting-esg-purpose-into-practice-through-quantum-economy-negotiations/

You will Receive Answers!

In this rapidly changing landscape, key questions require answers, including:

- Is ESG Purpose being defined by Australian public sector customers with clarity, cohesion, and a compelling objective?
- Are Australian public sector customers implementing their ESG Purpose to the extent they say they are?
- Is ESG Purpose being defined by Australian suppliers and contractors with clarity, cohesion, and a compelling objective?
- Are Australian suppliers and contractors implementing their ESG Purpose to the extent they say they are?
- Is ESG Purpose being negotiated into contracts?
- What are the barriers to negotiating ESG Purpose – are these barriers to both customers and suppliers/contractors?
- What new skills and tools are being developed to overcome the barriers?
- Are public sector policies serving as enablers or disablers in implementing ESG Purpose – for either customers, suppliers, or both?

Dates and Locations

- Sydney – Mon, May 26, 2025, 900am – 1215pm
- Canberra – Tue, May 27, 2025, 900am – 1215pm
- Melbourne – Wed, May 28, 2025, 900am – 1215pm
- Brisbane – Thu, May 29, 2025, 900am – 1215pm
- Adelaide – Fri, May 30, 2025, 900am – 1215pm

Your Investment? A$95, exclusive of GST/taxes. APCC and PASA members receive a 20% discount.

We will donate a portion of the proceeds to: Heart Foundation of Australia.

Your Facilitator

Jim Bergman

CEO – COG, Inc.
+1 720 470 9846

jbergman@commercialofficers.com
www.commercialofficers.com

Commercial Officers Group