

Core Competencies of Champions

I. Knowledge

REPLENISHMENT *Possess a master's level of understanding?*

Level 4 Understanding & Certification

FINANCE101 *Understand how your organization makes money?*

Understanding the income statement of a distribution organization

SUPPLY CHAIN *Solid knowledge base of partnering departments?*

Collaborative relationships / understanding with Operations / Transportation

II. Coaching & Execution

COACHING: *Can You develop people?*

DiSC or equivalent behavioral education

Champion's Program Coaching & Teaching Template

EXECUTION: *Manage success consistently?*

Buyer Education / Certification path established

Blue Chip Buyer Practice established

III. Forward Moving:

COMMUNICATIONS: *Promote the dept & communicate pro-actively?*

An image building strategy of communications outreach to team members, management partners and suppliers.

ANALYTICS: *Can you research, analyze & influence change?*

Decision-driving research of valuable data that ultimately becomes strategy that drives value for customers and your stakeholders.