

# Strategic Training Executive Programme (STEP 2.0)



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## Seeking **COACHES** for 2021

### *Professional development for health supply chain managers*

While innovation and technological advances continue to modernise supply chain infrastructure, the system itself relies on strong, motivated and empowered health supply chain managers

#### WHAT IS STEP 2.0?

STEP 2.0 is a **transformation challenge initiative** that pairs private sector companies – our coaches – with public sector healthcare personnel to provide training in the non-technical (soft) leadership, skills and competencies needed to allow supply chain managers to better fulfil their roles.

#### BECOME A STEP 2.0 COACH

As a coach you will participate in every aspect of the programme. **You will coach a team** of five STEP delegates for a period of four-to-six months providing in-person and remote support as delegates work through their transformation challenge.

### BE THE DONATION

STEP 2.0 coaches are supply chain professionals who have a **strong willingness to share their skills, knowledge and expertise** and are **capable of motivating others** by setting a good example. Coaches take a personal interest in the mentoring relationship and are able to **develop rapport and a trusting and supportive environment**. They exhibit continued enthusiasm, provide constructive feedback and are able to share pleasure in success and empathy in failure.



## BENEFITS OF STEP COACHING

- **Enables** you to build relationships with government ministers, local decision makers, other supply chain specialists and the international donor community
- **Enhances** your knowledge of current or future markets
- **Provides** perspective on public health supply chain barriers and challenges
- **Contributes** to your company's corporate social responsibility objectives
- **Allows** you to share and exchange best practices with other leaders and specialists in the field

## THE IDEAL CANDIDATE SHOULD

- Be employed by a private sector organisation or have significant (10 years) private sector experience
- Have experience in supply chain management
- Be familiar with public health governance
- Be familiar with international NGOs, donor organisations and implementing partners
- Have strong communication skills
- Have strong analytical and critical thinking skills
- Have strong conflict resolution skills

## THE SUPPLY CHAIN CHALLENGE

Strong leadership skills are critical to improving a country's health supply chain. When managers and workers lack the appropriate skills and training, supply chain performance suffers.

Public health human resource training in low- and middle-income countries has tended to emphasise technical and operational-level competencies (hard skills) over strategic competencies (soft skills).

**This is where STEP 2.0 is different.**

## PROGRAMME TIMEFRAME

*Programme duration: 4 - 6 months*

**Programme launch & orientation**  
Half a day

**Programme preparation assignments**  
2-3 hours per week for 6 weeks

**Face to face workshop**  
9 hours per day for 5 days + travel

**Your transformation challenge - post workshop**  
3-5 hours per week for 13 weeks + travel



## COACH SPOTLIGHT KEVIN ETTER

“

*Not only does STEP allow me to use my 30 years of experience to make a huge difference to the health outcomes of some of the world's most in need communities, but I've also gained a unique insight into the challenges facing health supply chains.*

”

[Watch Kevin's Ted talk to learn more](#)

**People that Deliver** is a global coalition that strives to create a competent, supported and adequately staffed supply chain workforce that is deployed across the public and private sectors within the health system.

**For more information email [info@peoplethatdeliver.org](mailto:info@peoplethatdeliver.org)**



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