



Top Right Questions Learn From Lockdown

For the business - supplier relationships

What has this experience taught you about your relationships with your suppliers?

Did everyone in your business give your suppliers the same message at the same time?

What is happening now?
What does that tell you?

What could you do more of to make sure you get a clearer picture of what else you might need to do together to recover sooner?

What additional information could you have held about your suppliers that would have enabled you to respond more effectively?

What have the past few weeks helped you to understand about the levels of trust you have with your suppliers?

When you told them something did **they** believe **you**?

When they told you something did **you** believe **them**?

How could you improve supplier communication / management as a result of what you have learnt during this time?

What questions can you ask your suppliers to make sure they are agile enough to respond quickly to any new ways of working you have in mind?