

## **Panelist Questions – Monday Night**

You have been invited to participate in the Monday night panel discussion to start off the meeting. The discussion questions from the agenda are provided immediately below. We also are providing a template to facilitate your communication of key ideas to the audience. We would appreciate your use of this guide in order to provide a strong start to the Roundtable conversations. Could you please look to the second, numbered list below the bullet points here, and prepare your comments according to this list. Your responses to the numbered list should provide information that addresses the bulleted list questions. If there is any issue you want to raise that is important to mention but not listed, please add that to your comments. We are trying to keep these introductory comments lively and short so that we can move on to discussion with the audience. Try to keep your initial talk to about 5 minutes. There will be plenty of time to provide more detail later in the session.

From the Agenda:

- What are the most important drivers for greater supply chain initiatives around green chemistry and safer chemicals necessary for cleaner, safer products? How have these changed over time?
- What opportunities/benefits do you see in transitioning your company's products and processes toward green chemistry guided design?
- What are the most important obstacles to these efforts? What are the most inhibiting? In your firm? In efforts to collaborate with suppliers or buyers?

Questions for which we suggest you prepare answers – you can use this page and notes you jot down on it as your guide when you speak Monday night. Shoot for getting this information out for our audience in five minutes.

1. Your name, your company, what your company makes/does, and your job
2. The innovation: What is/was/will be the innovation(s) in your company and with a supplier that “greens” or “cleans” or implements Green Chemistry principles – 1-2 sentences only – we prefer to hear of a past accomplishment
3. Drivers: What were/are the top 3-4 drivers of your firm's work in innovation and redesign through chemicals/materials selection and use – inside the company? From outside?
4. Benefits: What are the benefits you have already gained, hope to gain?
5. Labels: Do you call it Green Chemistry? Something else?
6. Strategic? Are these issues treated as strategic? EH&S? Efficiency improvements?
7. Barriers: What are the significant barriers to green innovation in your company? Barriers working with your suppliers?
8. Success: How do you define or measure success?
9. Financial: What financial hurdles do you need to surmount to get backing for these efforts?
10. Overcoming Barriers: The most important reasons you were able to overcome the barriers to achieve your innovation?
11. What's missing: What question did we not ask that we should have asked?