

# Life Cycle Management Training Workshop

## Objectives

Develop a Sustainability Training Workshop for Evonik Nutrition & Care GmbH:

- Engage employees in sustainability topics and Life Cycle Management using a non-traditional format.
- Explore employees' level of understanding of Life Cycle Thinking and environmental topics related to Evonik's business.
- Identify the requirements on sustainability topics and LCA.
- Understand participant's knowledge about products and services of Evonik Animal Nutrition in combination with sustainability related issues.

## Quantis' Solution



Customizing the Quantis Life Cycle Perception Board Game for a selected LCA study



Based on the customized game develop an entire workshop concept in close cooperation with an internal Evonik project team.



Facilitating a testing session of the workshop and providing a comprehensive instruction manual for the workshop.



Create a business case for Life Cycle Management by allocation of Evonik Animal Nutrition Services to Life Cycle Stages allowing for addressing specific clients needs.

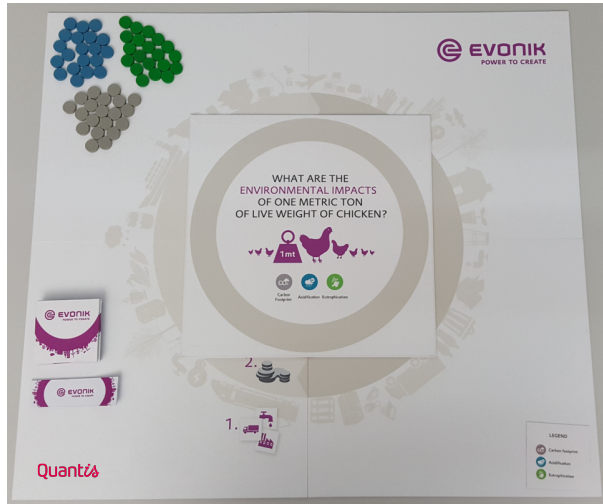
*“The developed workshop together with the Life Cycle Perception Game supports us in improving the know-how of our sales colleagues.*”

*Our organization is getting a kick-start in diving into the topics of Life Cycle Thinking and Life Cycle Management.”*

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# Life Cycle Management Training Workshop

Quantis' Life Cycle Perception business game adapted for Evonik  
Received "German Award for Excellence"



The workshop allowed participants to:

- speak a common language when discussing sustainability and environmental performance.
- get insight into how Evonik identifies environmental hot spots in a product's value chain.
- identify key questions to consider when talking to customers about Evonik's products and services.
- promote and use Evonik-related sustainability tools and services and understand the broader concepts which are behind them.

Quantis

## Response from workshop participants

- "I got a good overview on life cycle assessments. I really enjoyed the transfer exercises!"
- "The contribution of the impact categories on life cycle stages was an eye opener for me, I was astonished about the impacts."
- "I liked the format! It keeps one interested and motivated."

## Client's actions

- Workshop module will be used in Evonik Sales Training
- Life Cycle Perception Game will support customer activities on sustainability