

Americas Summit 2022

Monday, November 7th – Tuesday, November 8th
Grand Sheraton at Wild Horse Pass, Phoenix, AZ



Day One – Monday, November 7th

All times are US Mountain Standard Time (MST)

<p>8:00 to 9:00 a.m. (Akimel 1 & 2)</p>	<p>Registration & breakfast The perfect time to head over to the WorldCC booth and get set up for some onsite, hands-on negotiation with our Negotiation Challenge. Based on negotiating in unexpected circumstances. How do you think you deal with the unknown?</p>
<p>8.30 to 10:30 a.m. (Kave 3)</p>	<p>Blue Sky Room – Part I - BY INVITATION ONLY</p> <p>Co-chaired by Tim Cummins, President, World Commerce & Contracting Russ Coff, Thomas J. Falk Distinguished Chair in Business, University of Wisconsin-Madison Libby Weber, Assistant Professor of Strategy, University of California-Irvine</p>
<p>8:30 to 9:25 a.m. (Kave 1 & 2)</p>	<p>Inspiring Women Breakfast Inclusion, Equity, Equality, and Empowerment: Now Is the Time for Change We know that women’s equality and empowerment is integral to all dimensions of inclusive and sustainable development which is why our Inspiring Women program is more important than ever. Take this time with your peers to be heard, be recognized and be empowered. Join this conversation with a selection of the phenomenal women who have been recognized in our Inspiring Women Program. Hear how they have weathered uncertain times and impacted the CCM community and the vital role men have to play now and in the future.</p>

	<p>Caitlin Moon, Director of Innovation Design, Vanderbilt Law School Silvia Pessah, International Health Advisor; Former Minister of Health, Peru Barry Hooper, UK Ministry for Justice</p> <p>Co-hosted by Sally Guyer, Global CEO, World Commerce & Contracting and Bernadette Bulacan, Lead Evangelist, Icertis</p>	
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WORKSHOPS		
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9:30 to 10:40 a.m.	Kave 1 & 2	Akimel 3 & 4
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	<p>Contract Design & Simplification The pendulum has shifted and never has there been a greater demand for clear and concise contracts. So leave lengthy overly complex jargon behind and close contracts faster. In this workshop, our experts will leave you with the knowledge and skills necessary to build a simplified well-designed contract from the ground up in order to produce better outcomes.</p> <p>Stefania Passera, Contract Designer in Residence, WorldCC & CEO, Passera Design</p>	<p>Contract Economics co-led with SirionLabs, EY Law and WorldCC</p> <p>Look beyond the content of a contract and tackle the how and why of reducing contracting costs and finding additional value. Dive deep in this collaborative workshop and walk away with the knowledge and tools for better contracting.</p> <p>Kyle McNeil, EY Americas Contracts Lifecycle Management Practice Leader, EY Law Scott Quinn, Vice President, Customer Success, Growth, SirionLabs Paul Branch, Chief Networking Officer, World Commerce & Contracting Daneen Storc, Senior Director, Alliance Marketing, SirionLabs</p> <p>Chaired by Sally Guyer, Global CEO, World Commerce & Contracting</p>
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10:40 to 11:10 a.m. (Akimel 1 & 2)	<p>BREAK Wander into the exhibition area, get a cup of coffee and chat with our sponsors</p>	
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10.45 a.m. to 12.15 p.m. (Kave 3)	<p>Blue Sky Room – Part II - BY INVITATION ONLY</p> <p>Co-chaired by Tim Cummins, President, World Commerce & Contracting Russ Coff, Thomas J. Falk Distinguished Chair in Business, University of Wisconsin-Madison Libby Weber, Assistant Professor of Strategy, University of California-Irvine</p>	
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WORKSHOPS		
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11:10 to 12:20 p.m.	Kave 1 & 2	Akimel 3 & 4
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	<p>Workshop #3 with Qualitas: Kickstarting your CLM journey</p>	<p>Negotiation</p>
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The progression of a Contract Lifecycle Program is a long one, with many different phases. Identifying where your organization is on its journey is critical in understanding how to reinvest in the program.

Qualitas has thorough experience in each part of the CLM journey and will share with the participants how to distinguish the different phases and where to refocus your efforts:

Are you just beginning to identify CLM providers? How do you distinguish between the masses? Where do you begin to evaluate? What tools are out there to understand the options?

Post selection, what functionality are you focused on during the implementation? How long can we expect the implementation to last? Have we set clear KPIs to measure against?

Upon Go-Live, what is the plan for next phase or continuous improvement? What type of methodology are employing (agile or separate big bang)? Have we obtained additional requirements? Who is the keeper of the backlog?

Once the dust has settled, have you confirmed your ROI? What are you measuring better from before? What are you able to measure that you were not able to before a CLM?

How is your organization prepared to support the technology? Are people and processes ready?

This session hopes to bring awareness to the different initiatives with the CLM Program and provide a forum for participants to share experiences, lessons learned and strategies to continue their journey.

Lauryn Haake, Founder and President,
Qualitas Consulting Group
James Kearney, Director, **Qualitas Consulting Group**

The World Economic Forum has identified **skill in negotiation** as one of the top ten skills essential to success, regardless of what job you may hold. And if you happen to be in procurement, it is your third most important skill. Furthermore, negotiational ability has been cited as making an impact on 60% on a person's chances of success in business.

After an intensive study of more than 35,000 negotiations—dating back to 1976—we have identified just four important topics within the negotiating field as key to maximizing your effectiveness. In this session, Keld will share his experience, observations and recommendations on these four crucial topics.

If you have participated in any of Keld's previous World Commerce & Contracting events, you will definitely still want to join this one—you are in for some brand-new insights and applications, building upon what you've already learned.

A world-renowned negotiation expert, Keld Jensen shares his in-depth knowledge and experience to help you unlock the hidden potential in every negotiation situation. You will understand the basic negotiation strategy choices, the principle of TrustCurrency, the rules of the negotiating game, and the award-winning negotiational model, NegoEconomics.

Keld Jensen, Senior Negotiation Advisor,
Professor, Award-Winning Author

	Christopher Dodd , Managing Director, Principal Consultant, Qualitas Consulting Group	
12:25 to 12:45 p.m. (Akimel 3 & 4)	Grand Opening - Delivering strategic value in an uncertain world	
	<p>The results of our 2021 Benchmark report revealed that the number one priority for our members is ‘increasing strategic value’. In a world where human prosperity depends on trade and trade is facilitated through a variety of commercial relationships, we must make a fundamental shift towards collaboration in order to achieve success in an uncertain world. This has taken on an even deeper meaning while we continue to face the challenges of navigating ongoing volatility and unpredictability. Our community, as contracting and commercial professionals, is now in the spotlight and it is our duty to rise to the occasion if we want to stay ahead, stay relevant, stay connected and deliver strategic value.</p> <p>Sally Guyer, Global CEO, World Commerce & Contracting Tim Cummins, President, World Commerce & Contracting</p>	
12:45 to 1:45 p.m. (Akimel 1 & 2)	LUNCH BREAK Buffet lunch served in the exhibition area	
12:45 to 1:45 p.m. (Kave 1 & 2)	Lunch & Learn: Supplier Relationship Management Grab your lunch from the buffet and follow our expert for a conversation on how to improve your SRM Adrian Furner , Managing Director, Kommercialize	
12.45 to 1.45 p.m. (Kave 3)	Blue Sky Room – Lunch served in room BY INVITATION ONLY	
1:45 to 2:10 p.m. (Akimel 3 & 4)	Keynote Address with Caitlin Moon Moving the Needle in Sustainability and DEI: Contracting’s Greatest Opportunity The opportunities to create a more sustainable, inclusive future depend on reimagining, reshaping and reengineering the contracts that bind our trading relationships together. Greater collaboration between stakeholders through the contracting process will be the key to achieving sustainability goals and targets. And organizations will have to look inward to prioritize diversity, equity and inclusion because research clearly reveals that equitable employers outpace their competitors. Hear Caitlin Moon, an expert in law and innovation, discuss the ways in which we can rethink the legal profession and modernize the delivery of sustainability and DEI in our contracting strategies of the future. Caitlin Moon , Director of Innovation Design, Vanderbilt Law School Chaired by Sally Guyer , Global CEO, World Commerce & Contracting	
HUMANS MEET TECHNOLOGY – CASE STUDIES AND PROBLEM-SOLVING LABS		
2:15 to 2:45 p.m.	Akimel 3 & 4	Kave 1 & 2

	<p>Case Study with Icertis: Powering The +Plus: Accenture’s Procurement Transformation & Contract Intelligence</p> <p>Accenture’s procurement team is breaking the mold of traditional procurement. In order to best support Accenture’s high growth and to better face everchanging market dynamics, the team set on a digital transformation journey. It rebranded itself “Procurement Plus” – the name reflecting all the activities performed above and beyond traditional procurement and its extended value proposition. Key to this transformation was the digitization of standard processes, including contracting and the team’s adoption of enterprise-wide CLM. In this session, Patricia Miller, Procurement Digital Transformation Director, Accenture, will join Bernadette Bulacan, Chief Evangelist, Icertis, to share more about the “Plus” and the critical role CLM and contract intelligence plays in Accenture’s procurement transformation.</p> <p>This session will explore:</p> <ul style="list-style-type: none"> • How digitization and CLM can help unlock hidden value by transforming beyond what is expected of contracting in traditional procurement functions; • Keys to a successful global CLM deployment, from collaboration to adoption to training, and more; • How procurement and contracting mitigates risk, increases compliance and can support a company’s ESG and supplier diversity agendas. <p>Tricia Miller, Procurement Digital Transformation Director, Accenture Bernadette Bulacan, Chief Evangelist, Icertis</p>	<p>Problem-solving Lab with EY Law: How to Drive a Successful Contracting Change Initiative</p> <p>The contracting capability is highly multidisciplinary, with a variety of functions, skills and levels required to operate contracting for the enterprise. Driving change around contracting requires focus on all these things: policy (business and contracting), contracting terms and conditions, process for procurement and contracting, procedure, people and technology. With so many variables at play, contracting change has significant inherent risk. This session will examine what can be done to mitigate those risks in order to improve the chances of success and enhance value delivered by contracting change initiatives. In the session, we will cover:</p> <ul style="list-style-type: none"> • Common challenges encountered in contracting change initiatives • Stakeholder analysis and management – practical strategies for cultivating buy-in and driving adoption • Sources of value in contracting capability and how to capture them in a business case • The importance of an achievable roadmap and phasing – start small and go big • Techniques to reduce the effort and cost of contracting, and be able to prove it • Establishment of metrics to track and stakeholder reporting cadence and content • Techniques to enhance compliance to contracting policies and adoption of contracting technology <p>Kyle McNeil, EY Americas Contracts Lifecycle Management Practice Leader, EY Law Bob Mignanelli, VP & COO Legal, Haleon</p>
2.50 to 3.20 p.m.	Akimel 3 & 4	Kave 1 & 2
	<p>Case Study with TermScout: It takes two to tango – How IBM leverages contract data to enhance the client experience</p>	<p>Problem-solving Lab with ContractPodAI: Better Contracting Through Standardization – How Using a Single</p>

	<p>It takes two to tango, even in contracts. Being a great business partner means using contracts to find the balance between the interests of both parties. At IBM, that means leveraging real-time market data to understand not just what's market, but what's expected by clients.</p> <p>Join Carol Savage, Director of Global Contracts and Negotiations at IBM, Paula Doyle, Legal Innovation Advisor in Residence at World Commerce & Contracting and Otto Hanson, TermScout founder and CEO, as they explore best practices for finding and utilizing contract market data to optimize contracting processes.</p> <p>Attendees will walk away with practical tips and free resources to help accelerate their contracting practices, including through the use of free TermScout tools available to all World Commerce & Contracting members.</p> <p>Carol Savage, Director of Global Contracts and Negotiations, IBM Paula Doyle, Legal Innovation Advisor in Residence, World Commerce & Contracting Otto Hanson, Founder and CEO, TermScout</p>	<p>Contract Template Benefits the Entire Enterprise</p> <p>Time is always at a premium for legal and the rest of the business. But in the 2021 Law Department Operations Survey, only 11.3% of respondents saw their contract management as being very efficient. For instance, standard clauses — in lengthy DPAs and NDAs — are renegotiated far too often. Standardizing contracts, then, has never been more crucial for modern contracting professionals.</p> <p>In this problem-solving lab, you will learn:</p> <ul style="list-style-type: none"> • Why standardization is important in today's contracting • How standardizing agreements benefits the entire enterprise • What role legal technology plays in contract standardization <p>Jerry Levine, Chief Evangelist and General Counsel (Americas), ContractPodAi Joshua Nussbaum, Business Strategist</p>
<p>3.20 to 3.50 p.m. (Akimel 1 & 2)</p>	<p>BREAK How many exhibitor stands have you checked out?</p>	
<p>3:50 to 4:50 p.m. (Akimel 3 & 4)</p>	<p>Keynote Panel Discussion: Contracting For Value – Why Cohesive Collaboration Matters So Much Now</p> <p>Given the pandemic and uncertainty- as well as the reputational environment and risk with supply chain disruption, the natural way to go is contracting for value. It's these kinds of relationships that bring value throughout the contracting lifecycle rather than just one moment in time. If we are going to really commit to value contracting it will take a cohesive approach between legal, finance, commercial and procurement. This panel will bring those groups together and uncover how they can collaborate and work in harmony and how collaborative technology will bring cohesion.</p> <p>Mike Brito, Vice President Legal, DXC Technology Kristie Hamilton, Global Director of Global Purchasing and Manufacturing Services Operations and Transformation, GM Debbie Fogel Monnissen, Chief Financial Officer, ISM Joan A. Nelson, Vice President EO&S Acquisitions & Divestitures, IBM Corporation</p>	

	Chaired by Sally Guyer, Global CEO, World Commerce & Contracting	
	Akimel 3 & 4 (4.50 to 5.30 p.m.)	Kave 1 & 2 (4.55 to 5.25 p.m.)
	<p>Panel Discussion: From Technology To Performance – Disrupting Old Ideas</p> <p>As technology evolves, many traditional assumptions about contracts and their performance need to be disrupted. For that reason, over the last several months, WorldCC has undertaken critical research around the future of CLM in collaboration with PwC. Join our panel as we discuss the results, the fundamental questions about the future of CLM and its contribution to the business of the future.</p> <p>Jeff Catanzaro, Principal Legal Business Solutions, PwC Mike Brito, Vice President Legal, DXC Technology Kristie Hamilton, Global Director of Global Purchasing and Manufacturing Services Operations and Transformation, GM Jim Pearson, Global Contracts Manager, ConocoPhillips</p> <p>Co-moderated by Sally Guyer, Global CEO, WorldCC Andy Giverin, Legal Business Solutions, PwC</p>	<p>WorldCC Contracting Principles – The Latest News Hot off the Press</p> <p>The Contracting Principles are alive and well – and evolving! Hear how we’ve updated them and added new ones. Copies of the new Principles package are now available to all Members. Learn how they’ve changed and how they are being used. We’ll also share ideas on how your company can benefit from them.</p> <p>Hal Bretan, Consultant, World Commerce & Contracting</p>
5:30 to 6 p.m. (Akimel 3 & 4)	<p>Keynote Speaker: Psychological Safety – The Key To Increasing Retention, Productivity And Unlocking Innovation</p> <p>In a world of change and uncertainty top talent are on the lookout for opportunities to try new ideas while growing personally and professionally. Meanwhile teams and organizations need to remain productive, innovate and meet the demands of their clients. Increasing Psychological Safety creates the foundation to solve both problems -- allowing individuals teams and organizations to learn, innovate and grow.</p> <p>Neil Pretty, CEO, Aristotle Performance</p>	
6.30 p.m. (Pool area)	<p>WorldCC Drinks Reception and Poolside Dinner</p> <p>An opportunity to relax and unwind at the end of our first day. Catch up with fellow attendees as we gather poolside for a special evening of food, drink and music.</p>	

7.45 to 8.35 a.m. (Kave 3)	WorldCC Council Members & Fellows Breakfast - BY INVITATION ONLY Hosted by Sally Guyer, Global CEO, World Commerce & Contracting	
8:10 to 8:40 a.m. (Akimel 1 & 2)	BREAKFAST AND NETWORKING	
8:40 to 9:40 a.m. (Akimel 3 & 4)	<p>Keynote Panel Discussion: Bringing Equilibrium To The Supply Chain Puzzle Disruption and rising costs were intensified by the pandemic and the pressure on supply chains continues to remain high. Supply chain issues are at the very top of many organization’s agendas right now with delays and lost sales causing unprecedented challenges. Are transparency and cooperation really the answers? What about digital transformation? Hear from our panel of leading industry experts who will share their unique experiences and insights about supply chain issues of today and what they predict for the year ahead.</p> <p>Troy Hillman, Director of Global Supply Chain – Lithography Materials and Contracts, Intel Viet Van, Vice President Supply Chain Management, Cheniere Energy, Inc. Elisa Basnight, SVP Supply Chain, American Red Cross</p> <p>Moderated by Dan Hendy, Executive Vice President, Corporate and Commercial Solutions, UnitedLex</p>	
9.45 to 10.35 a.m. (Akimel 3 & 4)	<p>Battle of the Tech There has never been a greater need for investment in contract technology - but how do you assess the right one for you? What questions do you need to ask? How do you differentiate between providers?</p> <p>Our Contract Tech Gurus are here to help answer these questions in The Battle of the Tech. They will play a 2-minute video demonstration to our panel of Business Gurus, who will then fire back at them the all-important questions you need to be thinking about.</p> <p><u>Business Gurus:</u> Joseph Martinez, Retired Chief Procurement Officer, BNY Mellon Mike Brito, Vice President Legal, DXC Technology Kristie Hamilton, Global Director of Global Purchasing and Manufacturing Services Operations and Transformation, General Motors</p> <p><u>Contract Tech Gurus:</u> Matt Patel, CEO, Malbek Steve McKean, VP of Global Alliances, Agiloft Russ Edelman, President & CEO, Contracts 365</p> <p>Moderated by Paul Branch, Chief Networking Officer, World Commerce & Contracting</p>	
10.35 to 11.00 a.m. (Akimel 1 & 2)	BREAK	
HUMANS MEET TECHNOLOGY – CASE STUDIES AND PROBLEM-SOLVING LABS		
11 to 11.30 a.m.	Akimel 3 & 4	Kave 1 & 2

Case Study #4 with Malbek: Achieving Sustainable Contracting with a Self-Service CLM

As a global organization leading the renewable energy charge for 35 years, EDF Renewables is committed to building sustainable systems for a better future—starting with their own contracting processes. After making the move from a legacy solution to a modern, cloud-based platform, the EDF team was empowered to simplify complex transactions and streamline standard agreements across the organization using configurable templates, approval workflows, and e-signature integration.

Join Allison Ramirez, Senior Contracts Manager at EDF Renewables and Matt Patel, Chief Operating Officer and Co-Founder of Malbek to learn how EDF adopted a modern CLM solution to improve contract collaboration and unite the enterprise.

Key features & questions explored:

- What industry trends have impacted EDF Renewables’ approach to contract lifecycle management?
- What challenges led EDF to leaving its legacy solution behind to adopt a modern CLM?
- What features have been considered essential to improve contract collaboration globally?
- How have self-service configurations empowered the EDF team to manage complex agreements and workflows?

Allison Ramirez, Senior Contracts Manager, EDF Renewables
Matt Patel, Chief Operating Officer and Co-Founder, Malbek

Case Study # 3 Evisort

Michaela Dempsey, CMO, Evisort

11.35 a.m. to 12.05 p.m.

Akimel 3 & 4

Kave 1 & 2

Kave 3

Contracts 365 & Microsoft – Applied AI Services for Contract Management

This will be a discussion and demonstration jointly presented by Contracts 365 and Microsoft, titled, “Power Contract Management with Contracts 365 & Microsoft Applied AI Services”. The session will feature, Russ Edelman from Contracts 365 and Ben Tezcan from Microsoft, discussing how Contracts 365 and Microsoft have partnered to bring Azure Form Recognizer capabilities to contract management. They will demonstrate advanced machine learning and how it can support key contracting functions such as automated data extraction from legacy contracts or directly from 3rd party agreements. Mr. Tezcan will share Microsoft’s vision and how its pre-built contract understanding model is delivering highly accurate and rapid metadata extraction from documents.

Ben Tezcan, Principal Program Manager, **Microsoft**
Russ Edelman, President & CEO, **Contracts 365**

Case Study #6 with LinkSquares

In this series of case studies, we will explore the intersection where humans meet technology. Giving you invaluable insights into real life experience, what were the goals, what were the major challenges and how were they overcome?

Terressa De Haven, VP of Legal and Compliance, **Ease**
Katie Bosley, Sr. Director, Voice of the Customer, **LinkSquares**

Modern Procurement: Time for a Refresh

Join Tim Cummins and Adrian Furner for a lively and thought-provoking discussion on the challenges and opportunities facing Procurement teams today. We will explore growing business demands and expectations and how these impact the role and value proposition, plus the skill sets needed by the modern practitioner.

Tim Cummins, President, **World Commerce & Contracting**
Adrian Furner, Managing Director, **Kommercialize**

<p>12.10 to 1.20 p.m. (Akimel 3 & 4)</p>	<p>You've asked and we've answered: in this hour-long session you will gain practical insights and skills about effective contracting practices so that you can walk away armed to achieve better outcomes. Choose your roundtable and hear from experts who will deliver short presentations identifying top tips in that area. You will have a chance to share your experiences, ask questions and tackle challenges you face today.</p> <ul style="list-style-type: none"> • Scope of Work – Jim Pearson, Contracts Manager, ConocoPhillips • Contract Redlining: How can we redline more strategically to accelerate contracting and promote collaboration? – Nada Alnajafi, In-house Counsel and Founder, Contract Nerds • Governance Guidelines – John Dieffenbach, Managing Director and Leader on EY's Strategic Deals Team, EY • As-a-Service Contracts: What is the single most important thing for the buyer and seller to agree upon at the beginning of the contracting process for Cloud or SaaS? – Paula Doyle, Legal Innovation Advisor in Residence, World Commerce & Contracting • Sustainable Business via CCM
<p>1.20 to 2.20 p.m. (Akimel 1 & 2)</p>	<p>LUNCH BREAK Buffet served in the exhibition area</p>
<p>1.20 to 2.20 p.m. (Kave 1 & 2)</p>	<p>Lunch & Learn: Retaining Talent and Building Skills Grab your lunch from the buffet and follow our experts for a conversation on how to build skills and retain talent</p> <p>Tim Cummins, President, World Commerce & Contracting Sally Guyer, Global CEO, World Commerce & Contracting Adrian Furner, Managing Director, Kommercialize</p>
<p>2.20 to 3.15 p.m. (Akimel 3 & 4)</p>	<p>The BIG Debate & Audience Vote Motion: In spite of aspirations to the contrary, collaboration between buyers and suppliers will always remain an exception.</p> <p><u>Arguing for the motion:</u> John Dieffenbach, Managing Director and Leader on EY's Strategic Deals Team, EY Larry Bridgesmith Esq., CEO & Founder, DASH4Law</p> <p><u>Arguing against the motion:</u> Maria Tzagournis, Vice President, CCM Global Processes & CCM Americas, Legal Services – Americas, DHL Supply Chain Viet Van, Vice President Supply Chain Management, Cheniere Energy, Inc.</p> <p>Moderated by Tim Cummins, President, World Commerce & Contracting</p>
<p style="text-align: center;">INDUSTRY CAFE ROUNDTABLES</p>	
<p>3.20 to 4.30 p.m. (Akimel 3 & 4)</p>	<p>The Future Of Contract Data Management In Your Industry</p> <p>Currently, contract related data sits in an average of 24 different systems and that is a challenge that has only been exacerbated by the pandemic. Manually trying to connect disaggregated data is impossible and in most cases this data is only used transactionally</p>

	<p>and reactively. What is the current practice for managing contract data in your industry? What challenges does it face and what direction is it heading?</p> <p>In two 20-minute rounds executives grouped in the same industry will discuss the same set questions that genuinely matter to everyone. After the last round of conversation, table hosts are invited to harvest, sharing insights from their discussions with the rest of the large group.</p> <p>Roundtables facilitated by Energy – Brandon Oliver, Solutions Consultant, ConocoPhillips Tech - Anthony Kong, GSC Contract Managers Program Business Lead, Intel Consulting – Diane Homolak, Vice President Legal Technology, Integreon Aerospace & Defense – Engineering & Manufacturing –</p> <p>Chaired by Stewart Prizeman, VP Sales N. America, World Commerce & Contracting</p>	
<p>4:30 to 4:50 p.m. (Akimel 1 & 2)</p>	<p>COFFEE & REFRESHMENTS Last chance to submit your Negotiation Challenge data</p>	
<p style="text-align: center;">FUTURE SKILLS</p>		
	<p>Akimel 3 & 4 (4.45 to 5.25 p.m.)</p>	<p>Kave 1 & 2 (4.50 to 5.20 p.m.)</p>
	<p>When Cross-Cultural Negotiations Backfire The Negotiation Room is back and live in person with WorldCC Negotiation Expert in residence Keld Jensen and President Tim Cummins. Digging into some of the biggest misunderstandings that can happen cross-culturally and how to avoid them.</p> <p>Keld Jensen, Senior Negotiation Advisor, Professor, Award Winning Author Tim Cummins, President, World Commerce & Contracting</p>	<p>Shaping the future of work: what you will need to know to get ahead</p> <p>Workforce availability, retention and skill shortages are proving persistent problems. Those who bring demonstrable value to the demands of today’s fast-changing markets will be in the most demand. How are you making decisions about what skills and competencies to develop? What will the market value? Where should you invest time and resources to upskill or reskill. Learn more about what future skills you will need to progress and develop your position and command a premium in the field.</p> <p>Larry Bridgesmith Esq., CEO & Founder, DASH4Law</p>
<p>5:25 to 5:50 p.m. (Akimel 3 & 4)</p>	<p>Keynote address: How emotions can drive decisions in contracts Emotions are at the foundation of human interaction and intelligence, but what role does this have for contracting professionals? Dr. Nirit Pisano will discuss how 90% of decisions are based on unconscious emotional drivers, and why quantifying the psychology of the human decision-making process enables us to measure how people feel and what they will do next. While contracts are primarily written by legal professionals, they play a critical role in establishing early trust between parties towards a successful business engagement. It is therefore paramount to measure and design the</p>	

	<p>underlying emotions in contracts. Dr. Pisano will demonstrate ways that Emotion AI can be used by contracting professionals to proactively evoke a certain message in their contracts and influence the way it is perceived and processed.</p> <p>Nirit Pisano, Chief Psychology Officer, Cognovi Labs With Sally Guyer, Global CEO, World Commerce & Contracting</p>
<p>5:50 to 6.05 p.m. (Akimel 3 & 4)</p>	<p>Closing Remarks</p> <p>Sally Guyer, Global CEO, World Commerce & Contracting Tim Cummins, President, World Commerce & Contracting</p>
<p>6.10 p.m. Akimel Foyer</p>	<p>BEER AND BURGERS BYE-BYE</p>