

Modern Contracting Program

29%

In an average organization, nearly three in ten individuals are involved or impacted by the contracting lifecycle.

73%

Of CCM Practitioners recognise the need to be adaptive, and tests show just 16% are currently adaptive.

A purpose-built program that creates confidence and accountability through shared methods and understanding.



Overview

Project practitioners in an average organization 29% of employees touch the end-to-end contracting lifecycle, in many instances. This deep engagement highlights the critical importance of contracting as a core business competency.

Contract success hinges on agile, proactive teams. Delivering projects in these dynamic environments requires not only robust knowledge and contracting techniques, but also a commitment to continuous learning and adaptation.

This is where "the power of unlearning" comes into play. Unlearning outdated paradigms and embracing fresh perspectives empowers teams to break free from rigid approaches and navigate complex contracting landscapes with flexibility.

Why It Matters

Modern contracting goes beyond siloed departments. It's a collaborative endeavor, engaging both functional and cross-functional teams in shared accountability.

Understanding and implementing contracting tactics in alignment with your overall strategy strengthens project foundations and drives success.

World Commerce & Contracting, in partnership with Shell, has developed two impactful programs that guide teams in establishing adaptive, collaborative contracting relationships:

Our Modern Contracting Program

transforms contracting from a routine task into a strategic capability vital for success. Through immersive learning, workshops, and team exercises, participants gain mastery of advanced contracting strategies that drive value creation, alignment, and execution.

Our Relational Contracting Workshop

compliments the Modern Contracting Program. It focuses on building collaborative, trust-based relationships with key suppliers. Tailored workshops bridge the gap between the promise and practical reality of collaboration, enabling success in complex, strategic projects.

What We Offer

Our program is a comprehensive initiative that provides your teams with:

- **Consistent Methodologies:** We introduce proven methods, approaches and language, ensuring that all team members are on the same page and working towards common goals.
- **Performance Enhancement:** The skills and insights gained from this program directly contribute to improved project outcomes and organisational value creation and capture.
- **Practical Application:** Our focus is not just on theoretical knowledge but on how these concepts can be practically applied in your day-to-day project and business operations.

The Contracting Lifecycle vs The Contract

The contract is a document that records the agreement between the parties and sets out the risk and reward mechanisms associated with project performance.

The contracting lifecycle is the process that starts with a requirement and ends with project close-out. It defines and oversees performance and delivery of value.

Modern Contracting Program

Program Overview

This program provides the foundation for modern contracting skills and techniques, empowering you to collaborate with functional and cross-functional teams with shared accountability.

Duration: 1 month (5 weeks) with a manageable commitment of 2-3 hours per week.

Outcome: Creating actionable plans to boost project performance.

What the Program Includes:

- **Immersive Self-Paced Learning (20%):** Understand key frameworks, methods, and lessons from real case studies, at your own pace and with continued access.
- **Interactive Group Workshops (60%):** Dive deeper into these concepts in group settings, where you'll discuss and adapt these ideas to real-world scenarios.
- **Targeted Team Exercises (20%):** Work in smaller teams to directly apply what you've learned to your current projects. You'll identify areas for improvement and craft practical action plans.

Setting the Scene:

- **Contextual Learning:** The program is tailored to the specific needs of your project, fitting within the broader landscape of modern contracting.
- **Goal:** It's all about creating and optimizing business models that emphasize performance, provide discipline, and offer adaptability and simplification in a fast-changing world.

WEEK 1

Workshop 1 (3 hours)

How do we achieve – performance; discipline; & simplification in an environment of change?
The need for adaptability in a dynamic yet disciplined way
Optimism vs preventism
What is a business model & its role?

WEEK 2

Small Group

Select a project or business model
Produce a quick map of what it looks like
Produce a SWOT analysis

Self-paced

Complete the introduction; VCU; CGR learning modules (other modules provided as optional)

WEEK 3

Workshop 2 (3 hours)

Review & discuss the groups' assessments of projects/business models
Discuss the VCU (Value Compliance Uncertainty) & CGR (Contract Governance Relationship) frameworks and how they fit with their project/business model

WEEK 4

Small Group

Review the maps and SWOT analyses and map onto the VCU and CGR frameworks – today and where it needs to be

Self-paced

Complete the modules relating to external commercial model case studies

WEEK 5

Workshop 3 (3 hours)

Discussion of case studies
Review the groups' assessments of their projects/business models
Breakout into groups to create action plans Action plan pitch

+1 MONTH

Review

Review progress in relation to implementation of each groups' action plans

Modern Contracting Program

The focus throughout the program is on practical application.

- **Active Application:** As participants progress through the program, active application of the frameworks and strategies is encouraged in both the group workshops and the self-paced content.
- **Team Collaboration:** In the 2nd and 4th weeks, the focus is on working in small teams to pinpoint areas within your organization or project where improvements can be made.

Developing Action Plans is at the core of the program, requiring participants to:

- **Spot Opportunities:** Each team will identify specific opportunities to boost your project's performance.
- **Create and Present Plans:** develop the opportunities into detailed action plans and present them in a final group workshop.

Pitching for Impact is a critical skill in the modern business environment. The program allows participants to:

- **Showcase Improvements:** The final pitch is the chance to present actionable improvements and gain buy-in and resources to implement them.

- **Shortlisting for Implementation:** From these pitches, a shortlist of practical enhancements will be chosen for implementation after the program.

Sustainable Change and Performance:

With the backing of your project sponsor, applying these new approaches to real-world scenarios significantly increases the chances of lasting change and improved project performance

By directly linking the program to action, this program not only equips you with valuable skills but also sets the stage for tangible improvements in your projects, including:

- Access to frameworks, approaches and case studies to challenge them.
- Space to re-think how they approach value creation and capture, their role in project performance.
- An opportunity to work in small teams to identify actions for change that have the potential to enhance project performance.

This is all done with senior project sponsorship. After the program they will:

- Understand the importance of adaptability in driving enhanced project performance.

- The importance of being dynamic yet disciplined.
- The importance of mindset and language in problem solving and value creation and capture.
- Be able to apply these to identify, create and realise opportunities for enhanced project performance.

Cohort Considerations

The program is cohort-based with a maximum cohort size of 16.

This program is cohort-based, with a max. of 16 participants. Ideal participants should:

- Come from the same project team: This allows them to directly apply learning to their shared work.
- Participants should be involved in the contracting lifecycle.
- They should be able to work together to identify and implement improvements.
- Participants should have significant knowledge in their respective areas.

Including up to 25% of high-potential, less experienced participants can enhance the cohort by bringing fresh perspectives.

Modern Contracting Program

Role of the Program Sponsor

Program Sponsorship is key to capturing long-term, sustainable value from the program, and opportunities include:

- A pre-briefing session – to provide the facilitators with project context and insights to potential areas of challenge and improvement.
- A short introduction for the program – either ‘live’ or recorded to set the context and importance.
- Attendance at the ‘pitch’ – to hear and provide feedback on the teams’ action plans.
- Post-program review – attendance at the post-program review of progress.

Benefits of the Program

For projects, the key benefits include:

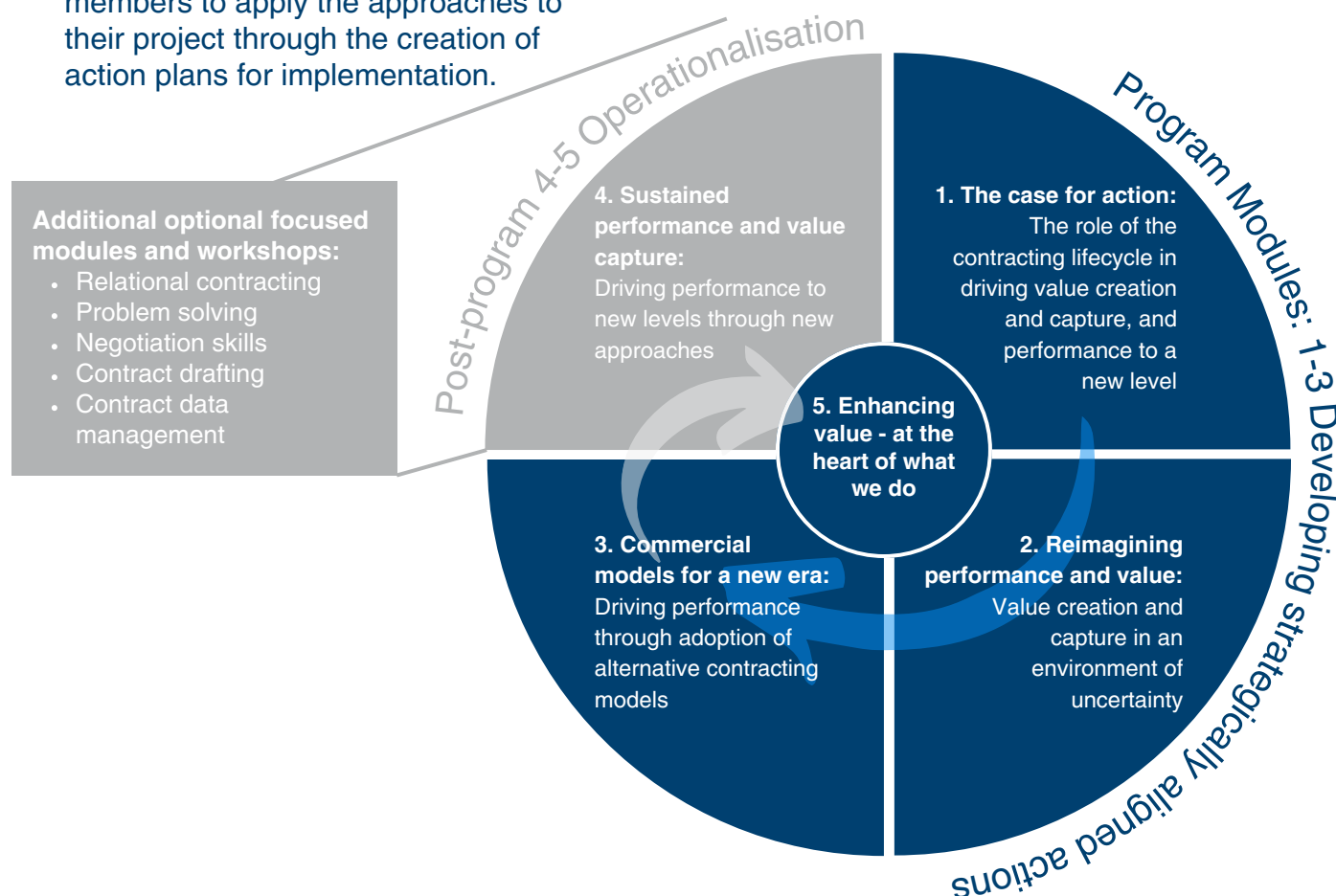
- A more coherent cross-team understanding of the importance of the contracting lifecycle and individuals’ roles in it.
- A common language and approach to support enhanced problem solving and decision-making.
- An opportunity for teams to identify and create action plans for immediate implementation and performance enhancement.

For participants the key benefits include:

- Space to re-think their role in the contracting lifecycle and how it interacts with other team members.
- An opportunity to challenge their thinking in relation to how they affect project performance.
- An opportunity to work with team members to apply the approaches to their project through the creation of action plans for implementation.

Operationalisation options

Our program is only the start of operationalisation. Based on the action plan(s) created through the program it is possible to extend the development of new skills and approaches further through the portfolio of existing Shell and World Commerce & Contracting modules and workshops.



About WorldCC

World Commerce & Contracting is a not-for-profit association dedicated to helping its global members achieve high performing and trusted trading relationships.

With 75,000 members from over 20,000 companies across 180 countries worldwide, the association welcomes everyone with an interest in better contracting: business leaders, practitioners, experts and newcomers.

It is independent, provocative and disciplined, existing for its members, the contracting community and society at large.



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