

Commercial Awareness Online Program

The business world is a whirlwind of growing complexity, rapid change, and unpredictable markets. In this environment, good judgment is crucial, but pressure for speed and frictionless commerce often leave us short on time and insight.



Overview

Our online Commercial Awareness Program was developed exclusively for WorldCC Foundation and provided to learners for free, as investing in commercial awareness is an investment in your future. It's the key to unlocking a world of smarter choices, greater confidence, and a thriving career in this ever-changing landscape. Our online program will enable you to make informed decisions, bridge the gap between departments, collaborate effectively with colleagues, and build stronger relationships with clients and partners.

What learners get

At the end of the Commercial Awareness Program, you will have the knowledge needed to contribute to better business outcomes by:

- Understanding the factors in exercising informed commercial judgment
- Becoming familiar with the contracting lifecycle and the elements essential to each of its phases
- Becoming familiar with the key things to consider at the time of market engagement
- Becoming familiar with the top ten pitfalls in contracting that commonly undermine contract performance, costing money and damaging relationships
- Recognizing how relationships and communication impact the contracting lifecycle
- Understanding, identifying and allocating risk effectively
- Understanding the differences between transactions and relationships and the impact on the terms required
- Knowing what to expect of contracting professionals and how to identify when you would benefit from additional expertise

CPD: Participants earn a Certificate of Completion and 4 points toward World Commerce & Contracting Continuing Professional Development.

Who is this course suited to?

This program is primarily directed to those who are not in the commercial or contracting function but need to develop an understanding of the overall contracting process to help drive successful trading relationships for their organization.

- Product managers, account managers, and client-facing roles who want to better support contract negotiations
- Order processors, finance personnel, and back-office staff who need to understand contract terms and compliance
- Anyone new to contracting looking to build an essential foundation of knowledge

Online, self-paced

The program comprises of a combination of short videos, knowledge checks, case studies, and online discussions. The interactive components and social learning elements allow individuals to meaningfully participate and personalize the program to their role, level, department and industry.

The program is intended to take between 2 -3 hours to complete, is accessible anytime, anywhere and you will have six months to complete the program.

Price

4 CPD Points
(90 minutes)

FREE

Find out more and enroll



Resources



**Explore the Contracting
Excellence Journal**



**View
Tools**

WorldCC Foundation

Picture a world where trading relationships are collaborative, equitable and inclusive, built on trust through mutual understanding and shared values. Public and private sectors collaborate effectively, openly and fairly. Human rights and climate justice are integral to the contracting process. Agreements use clear and simple language designed to be inclusive. Supply chains are transparent, resilient, ethical and promote shared responsibility. That's what we are building through WorldCC Foundation.

Trade and trading relationships are the foundation of human society enabling prosperity and driving social benefit. Yet, those contracts are often divisive, exclusionary, and unusable by most of society. They are weighted towards power and self-interest.

Sustainable contracting refers to the practice of integrating environmental, social and economic sustainability considerations into the contracting policies and practices. It seeks to ensure that organizations and government contracts are aligned with sustainability goals.

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.

