

Specialist CCM Module: Subcontracting



Master the complex risks and unlock the strategic value of subcontracting with this essential specialist module from WorldCC.



Overview

Subcontracting is a powerful strategic tool that allows organizations to enhance efficiency, reduce costs, scale operations, and distribute risk. However, when managed poorly, it introduces significant risks related to quality, communication, coordination, and legal exposure.

This specialist module provides a comprehensive and practical framework for strategically deploying, negotiating, and managing successful subcontractor relationships. You will move beyond basic contractual requirements to master the complex dynamics of dependency, transparency, and performance monitoring. This program is designed to deliver high-impact, focused learning directly applicable to complex project environments.

Who the module is for

This module is a powerful development tool for specialization in a critical area of commercial management. It is open to all who seek to master the subcontracting process, recognizing that responsibility for contract and subcontract management varies widely across organizations.

The program is essential, regardless of where the function sits within your organization:

- **Specialist teams:** Commercial, Contracts, Legal, or Procurement professionals and leaders.
- **Functional leaders:** Individuals in Operations, Program Management, Sales, or Project Delivery who manage third-party supply chain and commercial relationships.
- **CCM professionals:** Certified (CCM Associates, Practitioners, Advanced Practitioners) or aspiring professionals currently enrolled in or considering CCM programs.

Listed Topics:

- Definition and importance of subcontracting
- Strategic planning for subcontracting
- Selection of subcontractors
- Drafting and negotiating subcontracts
- Monitoring and evaluation subcontractor performance
- Customer approval of contractors
- Risk management in subcontracting

The module includes

This self-paced online module offers a comprehensive and practical dive into successful subcontracting, delivering focused learning and immediate application. The module covers the full scope of subcontracting, providing frameworks to maximize benefits while managing risk:

- **Strategic rationale:** Understanding the advantages and disadvantages of subcontracting and when it is the appropriate choice.
- **Negotiation & management:** Mastering the strategic and practical aspects of negotiating and managing complex subcontractor relationships.
- **Value creation:** Learning how subcontracting can enhance project efficiency, reduce costs, help scale operations, and distribute risk.
- **Risk mitigation:** Addressing common challenges, including quality control, communication, transparency, dependencies, coordination, and the overall potential for greater risk.

Learning outcomes

After completing this module, you will be able to:

- Identify when subcontracting is the most appropriate strategic choice.
- Start the process of selecting the right subcontractors with confidence.
- Draft and negotiate subcontracts that secure value and mitigate risk.
- Identify, assess, and mitigate risks specific to subcontracting environments.
- Develop robust contract management strategies that align with overarching project goals and customer approvals.

Benefits

For learners

- **Enhance expertise:** Rapidly acquire specialized knowledge in a critical and high-risk area of commercial management.
- **Career advancement:** Validate and strengthen your profile, building on the foundation of your CCM certification (like the entry-level CCM Associate program and certification).
- **Drive immediate impact:** Apply practical frameworks to your current projects to improve subcontractor selection, negotiation, and performance monitoring immediately.

For the employer

- **Risk reduction:** Mitigate major project risks by ensuring commercial staff are trained to proactively identify, assess, and manage subcontracting-specific challenges (e.g., quality control, dependency failure).
- **Cost control & efficiency:** Equip your teams to use subcontracting strategically to scale operations efficiently and achieve intended cost reductions without compromising quality.
- **Consistency & compliance:** Ensure a standardized, best-practice approach to drafting, negotiating, and managing subcontracts across the organization, improving governance.

Module Format

Learning method: Self-paced online module, combining content with a reflective journal for practical application.

Program length: Approximately 1.5 hours of dedicated learning time plus reflection.

Continuing Professional Development (CPD): 2 CPD points

Program flexibility: This specialist module is a perfect complement to foundational training and can be optionally paired with other CCM modules or taken as an add-on to a full CCM course to build deep specialization.

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.

www.worldcc.com

Price

Member	Enrolled or certified in CCM/SRM	Non-member
		

Enterprise licensing option: Recognizing that subcontract management affects many people, we offer a licensing option to house this program on your Learning Management System (LMS) for enterprise-wide access.

For cohort pricing or LMS licensing options, contact learning@worldcc.com.

Find out more and enroll