Continuing Professional Development at WorldCC

March 2022
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About Continuing Professional Development at WorldCC

Dedicated to raising the quality and integrity of trading relationships, WorldCC provides its members with a diverse set of resources to help individuals advance their competencies and competitiveness in the commercial marketplace. These resources are part of WorldCC’s Continuing Professional Development (CPD) portfolio which provide opportunities for members to actively engage – via social commercial networks, on-demand resource library, webinars, conferences and online certification training – and stay connected with best practices, trends and changes in the field that impact their future.

CPD is key to demonstrating best-in-class competency and qualification. Members who are certified in Contract and Commercial Management (CCM) or Supplier Relationship Management (SRM) must stay active by earning CPD points to maintain their WorldCC certification. Specifically, WorldCC certifications must be renewed every two years and to do so, certification holders must demonstrate their competency by collecting at least 40 CPD points within the two-year period.

CPD can be acquired through participation in WorldCC activities and utilizing member resources. This catalog is intended to support members achieve their CPD requirement by suggesting engagement organized by topic. We update this catalog regularly to offer the most current resources available. In addition to WorldCC resources, members can also achieve CPD points by participating in related in-house training and events, and related third-party training and events. One hour of activity typically equates to one CPD point, and members capture their CPD activities and points through updating their learning tracker in their membership profile.

*New in 2022. Certified members must earn 4 CPD points in Business Ethics and/or Environmental, Social & Governance (ESG) as part of the 40 CPD points required for certification.

Please contact learning@worldcc.com if you have any questions about our training, development or CPD options, or are interested in scheduling custom CPD programs for your team.
Learning Pathway in Contract and Commercial Management
Development in CCM

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<th>Years experience</th>
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### Fundamentals
- Commercial Awareness for Better Business Outcomes
- WorldCC Fundamentals Program in CCM

### Professional development activities between Practitioner and Advanced Practitioner
- Engagement with Member resources (webinars, networks, on-demand resource library, WorldCC research)
- CCM Certification (Practitioner)
- Mentoring (mentee)
- Internal and external training
- WorldCC Negotiation Masterclass
- 40 CPD points every two years to maintain certification

### Professional development activities between Advanced Practitioner and Expert
- Engagement with Member resources (webinars, networks, on-demand resource library, WorldCC research)
- SRM Certification (Advanced)
- Diversified professional experiences
- Publications
- Mentoring (mentor) / teaching
- Presentations (internal and external)
- Committee membership / network lead
- Internal and external training
- WorldCC Negotiation Masterclass
- 40 CPD points every two years to maintain certification

### Options for Expert Program participation
- Expert program (independent)
- Expert program (with coaching)
Upcoming Learning Programs and Workshops

Engage

1 CPD point
Community Day - Tuesday, March 29th (APAC)
Register >

Engage

1 CPD point
CCM Blended Program Workshops Engage >

Engage

1 CPD point
World Sustainable Contracting Day 2022 - Tuesday, May 17th Register >
Agile Contracting

Read & Consider

New! Doing Less with More - Embracing the New 20/80 Rule for Contract Support Read>

New! Are You Ready for Agile? Read>

New! The Benefits of Agile Digital Transformation to Innovation Processes Read>


Watch

1 CPD point

Ask the Expert, Are Contracts Past Their Sell-by Date? Watch>

Act

1 CPD point

WorldCC Network, Contracting Models (Agile, Relational, Outcome-Based) Act>

Watch

1 CPD point

Ask the Expert, Contracting for Innovation - Is Agile Contracting the Solution? Watch>

Watch

1 CPD point

Ask the Expert, Understanding and Using Agile Contracts Watch>

Watch

1 CPD point

Artificial Intelligence

Read & Consider

New! Combining Artificial Intelligence (AI) with Human Logic? Help Is On The Way! Read >

Overcoming the 10 Pitfalls of Contracting Read >

Emil Stefanutti, Artificial Intelligence - Turbocharging Our Contract Management Future? Read >

WorldCC White Paper, Artificial Intelligence & Financial Services Read >

Watch

1 CPD point

AI is the Future for Contract Reviews Watch >

WorldCC Webinar, Practical Applications of Artificial Intelligence (AI) Watch >

Optimizing Your Sell-Side Contracting Process with Next-Generation Technologies Watch >

Watch

1 CPD point

Ask the Expert, The Effective Use of Machine Learning and Artificial Intelligence to Assure Compliance Watch >

Act

1 CPD point

WorldCC Network, Information Technology Contribute >
CCM as a Profession

Read & Consider

New! Three Essential Tools for Digital Contract Management Read>

Gut Feeling or Qualifications-Based Selections, Which is Right? Read>

Thinking Big and Bigger Through a ‘Wide-Angle Lens’ Read>

Rory Unsworth, Meet the Flexperts! How to Bring in Expert Contributions Around the Contract in Support of Commercial Interests Read>

Watch

New! Industry Spotlight Series: Government and Public Sector Watch>

CCM & SRM: The Professors Speak Watch>

Ask the Expert, What’s the Market for Key Terms in Commercial Contracting? Watch>

Agents for a Better World: What Can We Learn from the Humans Behind Change? Watch>

Watch

Optimizing for Social Value Watch>

De-mystifying Legal Practices: Integrating Lawyers as Team Players Engage>

Webinar, Untangling Your Complex Projects - Challenges and Best Practices in Project Delivery Watch>

Watch

Webinar, Building the Foundation for Professional and Organizational Success Watch>

Engage

Understanding the WorldCC Contract and Commercial Management (CCM) Learning and Certification Program Engage>

Engage

The Benchmark Report 2021: Final Release of the Most Anticipated Research of the Year - with Icertis Watch>
Cloud Computing

Read & Consider

1 CPD point

Bernhard Kainrath & Dierk Schindler, Think Ahead on Risk Management in the Cloud Before it’s Too Late! Read >

David W. Tollen, Cloud Computing & IT Contracts: Central Clauses and Common Mistakes Review >

Cloud Computing and Contracts Read >

Watch

1 CPD point

Ask the Expert, The Business Case of Cloud Computing Agreements Watch >

WorldCC Research Report, A Guide to Fair Contracts for ‘As a Service’ Read >

Commitment Matters Blog, As-a-Service: Commercial Model of the Future Consider >

WorldCC Research Report, As-a-Service Impact on Enterprise Contracting Review >

Watch

1 CPD point

Ask The Expert, Cloud Computing & IT Contracts - Doing Big Deals Right Watch >

Ask The Expert, Top Questions to Ask the Provider Touting ‘As A Service’ Offerings Watch >

Thought Leadership Webinar, Negotiating ‘As a Service’ Contracts Watch >
Contract Design, Simplification and Visualization

Watch

1 CPD point

New! Contracts & Commercial in 2021: A Year in Review Watch >

Designing Contracts for Trust and Inclusion Watch >

Ask The Expert, From Contract Drafting to Contract Design - How to Get Started Watch >

Read & Consider

1 CPD point

New! Templatizing Your Contracts Read >

TRG Update - December 2021 Read >

Conflict of Documents: The Approach to Determine Any Inconsistencies Between Bespoke Terms and Standard Contract Forms Stands Clarified, Once Again! Read >

Better Contract Design Read >

Watch

1 CPD point

Ask the Expert, Contract Simplification - The Key to Integrity, Efficiency and Effectiveness Watch >

Engage

1-40 CPD points

Simpler Contracts by Design Engage >

WorldCC Contract Design Pattern Library Review >

Watch

1 CPD point

Contracting Principles and Standards

**Read & Consider**

- **1 CPD point**
  - **New!** Use of World Commerce & Contracting Principles in Practice By An Attorney From a Civil Law Jurisdiction [Read >]
  
  - **New!** General Theory of Legal Design in Law and Economics Framework of Commercial Contracting [Read >]

**Watch**

- **1 CPD point**
  - Ask The Expert, The WorldCC Contracting Principles - Improving the Quality and Speed of Negotiations [Watch >]
  
  - Exploring Contract Visualization: Clarification and Framing Strategies to Shape Collaborative Business Relationships [Read >]

**Watch**

- **1 CPD point**
  
  - Ask The Expert, Leveraging AI and Standards to Increase Deal Velocity [Watch >]

**Engage**

- **1 CPD point**
  - A Peek into the Future of Commercial Transactions - Smart Contracts, Relational Contracting and the WorldCC Principles [Read >]
Dispute Resolution

Read & Consider

1 CPD point
New! Alternative Dispute Resolution in the World of Commercial Disputes Read >

Henrik Lando, What are the Causes of Conflicts in Contractual Relationships? (WorldCC Academic Symposium 2019) Read >

Conversation Matters - Turning Conflict Into Partnership Read >

WorldCC Resource, Resolving Capital Project Disputes: Adopting a Business Case Approach Develop >

Watch

1 CPD point
Ask the Expert, Using Multi-Tiered Dispute Resolution Clauses to Solve Complex Disputes Watch >

Ask the Expert, Contractual Awareness, Claims Prevention and Mitigation - What Every Contract Manager Should Know Watch >

Ask the Expert, Post COVID-19 Claims Watch >

Engage

1 CPD point
WorldCC Network, Dispute, Claim and Conflict Management Engage >

Ask the Expert, Smaller Disputes with Arbitration or Litigation? No Way! Watch >
Diversity, Equity and Inclusion

**Engage**

- Creating an Equitable Workplace [Engage >]

**Watch**

- New! Inspiring Women 2022: Inclusion, Equity, Equality, and Empowerment [Watch >]
- New! Inspiring Women 2022: A Sustainable Future with Elizabeth Wahuti [Watch >]
- Ask the Expert, Benefits of Diversity and Inclusion in SRM [Watch >]

**Engage**

- VIBE Talks - The Way Humans Work and Live - In a Post COVID-19 New World with Rhonda Brighton-Hall [Engage >]
- VIBE Talks - Infectious Optimism - How Do True Leaders Cope When Bad News Prevails? [Engage >]

**Watch**

- Keynote Panel Discussion, Getting Diversity and Inclusion Right - WorldCC Americas Conference 2019 [Watch >]

**Read and Consider**

- Authenticity and Resiliency - Catalysts for Change [Read >]
- Diversity Equals Strength [Read >]
- Sustainability, Social Value and Inclusion [Read >]
- A New Report on Strategies to Increase Equity in Public Procurement [Read >]
Impact of Emerging Technologies

Read & Consider

New! Contracts - Final Frontier? Read >

New! Technology Sector Contracting - Leaders or Laggards? Read >

‘Getting it Right’ in Advanced Technology Projects Read >

Report: The Insights Challenge Read >

Watch

Ask The Expert, The Changing Role of Contract and Commercial Management Watch >

Emerging Technologies Webinar Watch >

Think

Ask the Expert, Optimizing Your Contract Management Processes - Playbooks, Triage and Analytics Watch >

Act

WorldCC Network, Automation & Emerging Technologies Act >
Negotiation

Read & Consider

1 CPD point

New! How Predictive Modelling Improves Bid Economics and Outcomes Read >

Helen Rogers and Ray Fells, Successful Buyer – Supplier Relationships: The Role of Negotiations Read >

Tiffany Kemp, Contract Negotiations - How to Avoid the Email Trap and Win Read >

The BIG Debate - Brexit Negotiation Read >

Engage

40-60 CPD points

Online Negotiation Training Program Engage >

Watch

1-3 CPD points

Ask the Expert, The Negotiation Room - Part One Watch >

Ask the Expert, The Negotiation Room - Part Two Watch >

Ask the Expert, The Negotiation Room - Part Three Watch >

Watch

1 CPD point

Thought Leadership Webinar, The Truth About Negotiation - Negotiating in a Time of Coronavirus Watch >

Act

1 CPD point

WorldCC Network, Negotiation Contribute >

Watch

1 CPD point

Thought Leadership Webinar, Coronavirus (COVID-19) - The Contractual Implications Watch >
Relational Contracting

Watch

1 CPD point
Ask the Expert, Relational Agreements: The Real Routes to Collaboration Watch >

Ask the Expert, Relational Contracting - A Risk Too Far? Watch >

Read

1 CPD point
New! Facing the Perfect Storm of Cost Increases Read >

New! Transforming Commercial Contracts Through Computable Contracting Read >

New! Accelerating Business-to-Business Contract Negotiations: Moving From One-Sided to Balanced Standard Contract Terms Read >

Can the Contracting Process Improve Without an Owner? Read >

Watch

1 CPD point
Ask the Expert, The Emergence of Relational Contracts - What Are They and Why Are They Important? Watch >

Read & Consider

1 CPD point
Working Without a Safety Net: Lessons for Better Relational Contracting Read >

A Peek Into the Future of Commercial Transactions: Smart Contracts, Relational Contracts and the WorldCC Principles Read >

Revisiting Performance Based Contracts vs. Outcome Based Contracts vs. Relational Contracts Read >

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Sustainable Procurement & Contracting

Read & Consider

New! The Promise and Pitfalls of Sustainable Procurement Read >

New! Jumpstarting ESG to Drive Operational Effectiveness Read >

Climate-Aligned Contracting Read >

Digitalizing Your Procurement Transformation - What You Need to Resolve First Read >

Watch

1 CPD point

Risk Management and ESG: Understanding Your Obligations Watch >

Ask the Expert, How to Integrate Sustainability into Your Organisation's Procurement Policies and Processes Watch >

Act

1 CPD point

WorldCC Network, Sustainable Supply Chains Network Act >

Relational Contracting Workshops Engage >

Watch

1 CPD point

Ask the Expert, How Open Contracting Improves Public Procurement and State Asset Sales for More Than $10 Trillion Annually Watch >

Watch

1 CPD point

Thought Leadership Webinar: Survey Says: Yes, Procurement Can Add More Value Watch >

Watch

1 CPD point

Webinar, In the Business of Trust: Commercial Contract Performance, ESG and Emerging Technologies Watch >
About World Commerce & Contracting

World Commerce & Contracting is a not-for-profit association dedicated to helping its global members achieve high performing and trusted trading relationships. With 70,000 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.