



## Continuing Professional Development at WorldCC August 2021

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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.

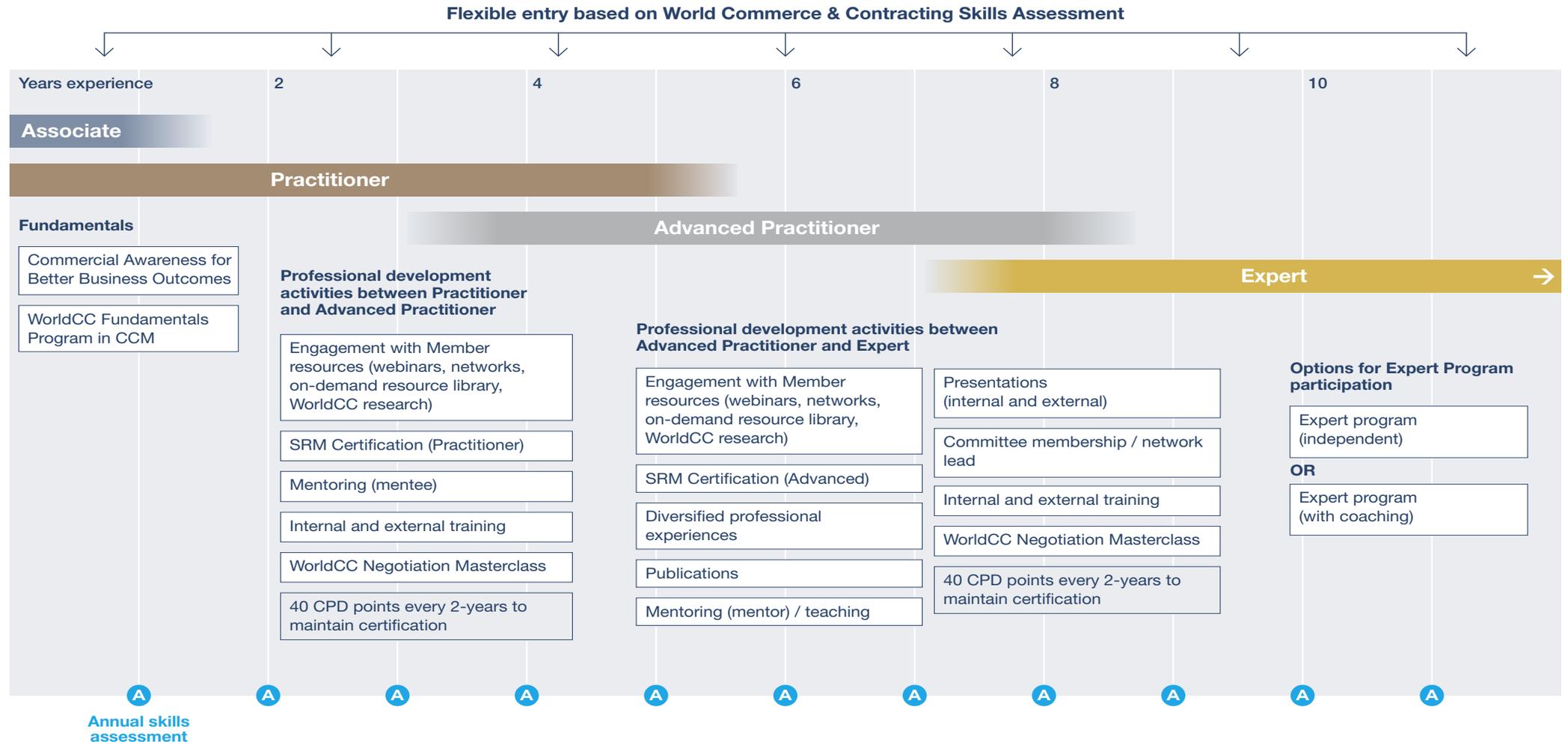
CPD is key to demonstrating best-in-class competency and qualification. Members who are certified in Contract and Commercial Management (CCM) or Supplier Relationship Management (SRM) must earn CPD points to maintain their WorldCC certification. Specifically, WorldCC certifications must be renewed every 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.

*Please contact [learning@worldcc.com](mailto: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



Contact us at [learning@worldcc.com](mailto:learning@worldcc.com)

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# Agile Contracting



## Read & Consider

1 CPD point

Hugo Sarrazin, Belkis Vasquez-McCall and Simon London, Agile with a Capital 'A': A Guide to the Principles and Pitfalls of Agile Development [Read](#)

Adaptive & Agile: Turning Words to Reality [Read >](#)

Friction-Point Analysis - Research Purpose and Description [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

Ask the Expert, Agile Budgets. Agile Contracts. What Happens When Financial Need Meets Market Reality? [Watch >](#)

# Artificial Intelligence



## Read & Consider

1 CPD point

Emil Stefanutti, Artificial Intelligence - Turbocharging Our Contract Management Future? [Read >](#)

WorldCC White Paper, Artificial Intelligence & Financial Services [Read >](#)

Craig Conte, In Defense of Humans - People Do Matter When it Comes to Technology [Read >](#)



## Watch

1 CPD point

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



## Watch

1 CPD point

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

1 CPD point

**New!** 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 >](#)

Hildegard Touch, Does My Company Need Contract Management? [Review >](#)

Commitment Matters Blog, Talent: What's the Answer? [Read >](#)



## Watch

1 CPD point

Webinar, Building the Foundation for Professional and Organizational Success [Watch >](#)



## Watch

1 CPD point

**New!** Ask the Expert, Is ESG Making the Impact We Intended? [Watch >](#)

Thought Leadership Webinar, Contract & Commercial Management: Are We Facing a Talent Crisis? [Watch >](#)



## Watch

1 CPD point

**New!** Optimizing for Social Value [Watch >](#)

**New!** De-mystifying Legal Practices: Integrating Lawyers as Team Players [Engage >](#)

Webinar, Untangling Your Complex Projects - Challenges and Best Practices in Project Delivery [Watch >](#)



## Engage

1 CPD point

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

# 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 >](#)



## Read & Consider

1 CPD point

WorldCC Research Report, A Guide to Fair Contracts for 'As a Service' [Read >](#)

Committment 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 >](#)



## Watch

1 CPD point

Ask The Expert, Top Questions to Ask the Provider Touting 'As A Service' Offerings [Watch >](#)



## Watch

1 CPD point

Thought Leadership Webinar, Negotiating 'As a Service' Contracts [Watch >](#)

# Contract Design, Simplification and Visualization



Watch

1 CPD point

Ask The Expert, From Contract Drafting to Contract Design - How to Get Started [Watch >](#)



Read & Consider

1 CPD point

**New!** Better Contract Design [Read >](#)

**New!** The Cost of Contract Complexity [Read >](#)

**New!** Using a Contract Map to Outsmart Contract Complexity [Read >](#)

How Contract Managers Can Gain More Control Over Contracts [Read >](#)



Watch

1 CPD point

Ask the Expert, Contract Simplification - The Key to Integrity, Efficiency and Effectiveness [Watch >](#)



Act

1 CPD point

WorldCC Network, Contract Design-Simplification and Visualization [Contribute >](#)



Engage

1-40 CPD points

Simpler Contracts by Design [Engage >](#)

WorldCC Contract Design Pattern Library [Review >](#)

Thursday, June 24, 2021 - Ask the Expert, How Risk-Management Pros Trade Contractual Risk [Engage >](#)



Watch

1 CPD point

Ask the Expert, The Rise of the Contract Designer - Contract Simplification and Design Explained [Watch >](#)

# Contracting Principles and Standards



## Read & Consider

1 CPD point

WorldCC Contracting Principles [Read >](#)

Hal Bretan and Lita Bollimpalli, WorldCC Contracting Principles [Read >](#)

WorldCC Contracting Standards [Read >](#)

Commitment Matters Blog, Three Easy Steps to Reduce Contract Cycle Time [Read >](#)



## Watch

1 CPD point

Ask The Expert, The WorldCC Contracting Principles - Improving the Quality and Speed of Negotiations [Watch >](#)



## Read & Consider

1 CPD point

Exploring Contract Visualization: Clarification and Framing Strategies to Shape Collaborative Business Relationships [Read >](#)



## Watch

1 CPD point

Ask The Expert, The Rise of The Contract Designer - Contract Simplification and Design Explained [Watch >](#)



## 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 >](#)

# COVID-19 Crisis Management Kit



## Read & Consider

1 CPD point

Sally Guyer, Coronavirus: Pragmatism During a Time of Crisis [Read >](#)

WorldCC COVID-19 Crisis Management Kit [Review >](#)

Ensuring Cybersecurity When Organizations Consider Teleworking and Remote Access [Read >](#)

Impact of COVID-19 - What You Need to Know About Force Majeure [Read >](#)



## Engage

2 CPD points

Post Award Summary Report - The Value Compliance Uncertainty Framework (VCU) [Consider >](#)



## Watch

1 CPD point

WorldCC Thought Leadership Webinar, The Truth About Negotiation - Negotiating in a Time of Coronavirus [Watch >](#)



## Watch

1 CPD point

WorldCC Thought Leadership Webinar, Coronavirus (COVID-19) - The Contractual Implications [Watch >](#)



## Think

1 CPD point

Managing Contracts Virtually [Read >](#)



## Read & Consider

1 CPD point

COVID-19 Caused 97% of Supply Chain Disruptions - What Can We Do to Prevent Them? [Read >](#)

# Dispute Resolution



## Read & Consider

1 CPD point

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 >](#)



## Engage

1 CPD point

WorldCC Network, Dispute, Claim and Conflict Management [Engage >](#)



## Watch

1 CPD point

Ask The Expert, Contractual Awareness, Claims Prevention and Mitigation - What Every Contract Manager Should Know [Watch >](#)



## Watch

1 CPD point

Ask the Expert, Post COVID-19 Claims [Watch >](#)



## Watch

1 CPD point

Ask the Expert, Smaller Disputes with Arbitration or Litigation? No Way! [Watch >](#)

# Diversity, Equity and Inclusion



5 CPD points

**New!** Creating an Equitable Workplace [Engage >](#)



1 CPD point

Ask the Expert, Benefits of Diversity and Inclusion in SRM [Watch >](#)



1-2 CPD points

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 >](#)



1 CPD point

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



## Read and Consider

1 CPD point

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

1 CPD point

When Technology Meets Humanity - The Future of Contract Management [Read >](#)

WorldCC Research, Contract & Commercial Management: Role & Direction [Read >](#)

WorldCC Contract Automation (WorldCC Report & Contract Automation Software Comparison) [Read >](#)

Report: The Insights Challenge [Read >](#)

Kingsley Martin, Contract Management's Hi-Tech Revolution - How to Make it Happen [Read >](#)



## Watch

1 CPD point

Webinar, Realizing ROI from Contract Management Technologies [Watch >](#)



## Watch

1 CPD point

Ask The Expert, The Changing Role of Contract and Commercial Management [Watch >](#)



## Think

1 CPD point

Emerging Technologies Webinar [Watch >](#)



## Act

1 CPD point

WorldCC Network, Automation & Emerging Technologies [Act >](#)



## Watch

1 CPD point

Ask the Expert, Optimizing Your Contract Management Processes - Playbooks, Triage and Analytics [Watch >](#)

# Negotiation



## Read & Consider

1 CPD point

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 >](#)

WorldCC Thought Leadership Paper, Is Negotiation Dead? [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



Engage

1-2 CPD points

2021 Virtual Academic Symposium on “Relational Contracting: Theory and Practice” [Engage >](#)



Watch

1 CPD point

Ask the Expert, Relational Contracting - A Risk Too Far? [Watch >](#)



Read

1 CPD point

**New!** Can the Contracting Process Improve Without an Owner? [Read >](#)

**New!** Re-imagining Retail and CPG Relationships as an Ecosystem of Contracts [Read >](#)

Contracts That Manage Uncertainty [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 >](#)



Watch

1 CPD point

Ask the Expert, Relational Contracting, Deal Making and Ethics in a Crisis [Watch >](#)

# Remote Work Environment and Balance



Watch

1 CPD point

Ask the Expert, Succeeding in a Virtual Work Environment [Watch >](#)



Watch

1 CPD point

Ask the Expert, Why We Need the Right Commercial Model to Drive Collaboration [Watch >](#)



Read & Consider

1 CPD point

WorldCC Report, Business Impact of Coronavirus: Emergence [Review >](#)

Working Remotely or at Home? You Need Online Collaboration More Than Ever! [Read >](#)

In the Midst of the Coronavirus - The Importance of Staying Connected [Read >](#)



Watch

1 CPD point

Vibe Talks Recording, Meaning of Balance in the “New Normal” with Sue Liburd [Watch >](#)



Engage

1 CPD point

Coaching for the New Normal [Engage >](#)



Act

4 CPD points

Managing Contracts Virtually Online Training [Act >](#)

# Sustainable Procurement & Contracting



## Read & Consider

1 CPD point

Digitalizing Your Procurement Transformation - What You Need to Resolve First [Read >](#)

Scott Alden, Sustainable Procurement in Practice - Implementation [Read >](#)

Agility, Visibility and Diversity Mark Three of Procurement's Promising, Future Trends [Read >](#)

The Challenges of Public Procurement: A Case Study [Read >](#)



## Watch

1 CPD point

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.



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