Continuing Professional Development at WorldCC
February 2021
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 if you have any questions about our training, development or CPD options, or are interested in scheduling custom CPD programs for your team.
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Negotiation

Read & Consider

1 CPD points

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>

Commitment Matters Blog, Negotiation in an Age of Automation Read>

WorldCC Thought Leadership Paper, Is Negotiation Dead? Read>

Engage

40-60 CPD points

Online Negotiation Training Program Engage>

Watch

1 CPD point

Ask the Expert, Honest Negotiation - Trust, Negotiation, Psychology and Behavioural Economics in the Real World Watch>

Watch

1 CPD points

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 points

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

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Agile Contracting

Read & Consider

- Bruce Everett, ‘Agile Fixed’ Contracts - An Oxymoron or an Opportunity for Collaboration? Read
- Adaptive & Agile: Turning Words to Reality Read
- Friction-Point Analysis - Research Purpose and Description Read

Watch

- 1 CPD point
- Ask the Expert, Agile Legal Teams - Design Thinking, Kanban and Beyond 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
- Ask the Expert, Understanding and Using Agile Contracts Watch
- Ask the Expert, Reimagining the Future - A More Flexible and Responsive Contracting Function Watch
Sustainable Procurement & Contracting

Read & Consider
- 1 CPD point
- Scott Alden, Sustainable Procurement in Practice - Implementation Read>
- Commitment Matters Blog, Can There be Trust Without Transparency? Read>
- Tyrone S. Pitsis, We Can all Fight Corruption: Why Research on Contracts, Commercial Management and Negotiation Matters Read>
- Procurement’s Makeover Read>

Watch
- 1 CPD point
- Ask the Expert, How Open Contracting Improves Public Procurement and State Asset Sales for More Than $10 Trillion Annually Watch>
- Ask The Expert, Modern Slavery Legislation in Australia Watch>

Act
- 1 CPD point
- WorldCC Network, Sustainable Supply Chains Network Act>
- Relational Contracting Workshops Engage>
- Webinar, In the Business of Trust: Commercial Contract Performance, ESG and Emerging Technologies Watch>
Contract Design, Simplification, and Visualization

Watch

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

Watch

New WorldCC Contract Design Pattern Library Review >
Commitment Matters Blog, Top Ten Issues for Contracts and Commercial Read >
WorldCC Americas Conference 2018, Experts Read >
The Purpose of a Contract - A WorldCC Research Report Read >

Read & Consider

1 CPD points

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

Act

WorldCC Network, Contract Design-Simplification and Visualization Contribute >

Engage

1 CPD point

Simpler Contracts by Design Engage >

Watch

Impact of Emerging Technologies

**Read & Consider**

1 CPD point

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

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

- Dismiss Technology at Your Peril [Read >](#)

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

**Watch**

1 CPD point


- Emerging Technologies Webinar [Watch >](#)

**Think**

1 CPD point

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

- Dismiss Technology at Your Peril [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 >](#)

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

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

Read & Consider

1 CPD points
- 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 >
- Ask The Expert, Leveraging AI and Standards to Increase Deal Velocity Watch >
- A Peek into the Future of Commercial Transactions - Smart Contracts, Relational Contracting and the WorldCC Principles Read >

Engage

1 CPD points
- WorldCC Europe Conference 2019, WorldCC Contracting Principles and Standards - Using AI Technology to Drive Deal Velocity Review >
- Commitment Matters Blog, Contract Drafting vs. Contract Intelligibility Read >
Dispute Resolution

Read & Consider

1 CPD point

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

J.P. Groton and Helena Haapio, Contract Disputes - Expect Them, Be Ready! 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, Drafting Dispute Resolution Clauses Watch >
Cloud Computing

Read & Consider

- 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

- 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

- 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 >]
Artificial Intelligence

Read & Consider
- 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 >]
- 1 CPD point: Optimizing Your Sell-Side Contracting Process with Next-Generation Technologies [Watch >]

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

WorldCC Network, Information Technology [Contribute >]
CCM as a Profession

Read & Consider

Commitment Matters Blog, Commercial Management: A Career with a Future? 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

Thought Leadership Webinar, Contract & Commercial Management: Are We Facing a Talent Crisis? Watch >

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

Engage

Managing Contracts Virtually Engage >

Understanding the WorldCC Contract and Commercial Management (CCM) Learning and Certification Program Engage >
Diversity, Equity and Inclusion

Engage
5 CPD points
DE&I Webinar Series with Nicola Greenwood -
Thursday, February 18, 2021 - Is there a DEI Problem in Procurement and Contract Management? Engage >
Thursday, April 1, 2021 - When DEI Goes Right...
Engage >
Thursday, May 6, 2021 - Allyship, The Impact on Contracting and Commerce Engage >
Thursday, June 17, 2021 - Supplier Diversity Programs Engage >
Thursday, July 22, 2021 - DE&I for Contracts and Commerce Engage >

Watch
1 CPD points
Ask the Expert, Benefits of Diversity and Inclusion in SRM Watch >

Engage
1 CPD points
VIBE Talks - Infectious Optimism - How Do True Leaders Cope When Bad News Prevails? Engage >

Watch
1 CPD points
Keynote Panel Discussion, Getting Diversity and Inclusion Right - WorldCC Americas Conference 2019 Watch >

Read and Consider
1 CPD points
Diversity Equals Strength Read >
Sustainability, Social Value and Inclusion Read >
A New Report on Strategies to Increase Equity in Public Procurement 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 >]
  - Managing Contracts Virtually [Watch >]

**Think**
- 1 CPD point
  - WorldCC Thought Leadership Webinar, Coronavirus (COVID-19) - The Contractual Implications [Watch >]
Remote Work Environment & Balance

Watch
1 CPD point
Ask the Expert, Succeeding in a Virtual Work Environment Watch >

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 >
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.