

# CPD InFocus



**Continuing Professional Development at WorldCC**  
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# About CPD 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

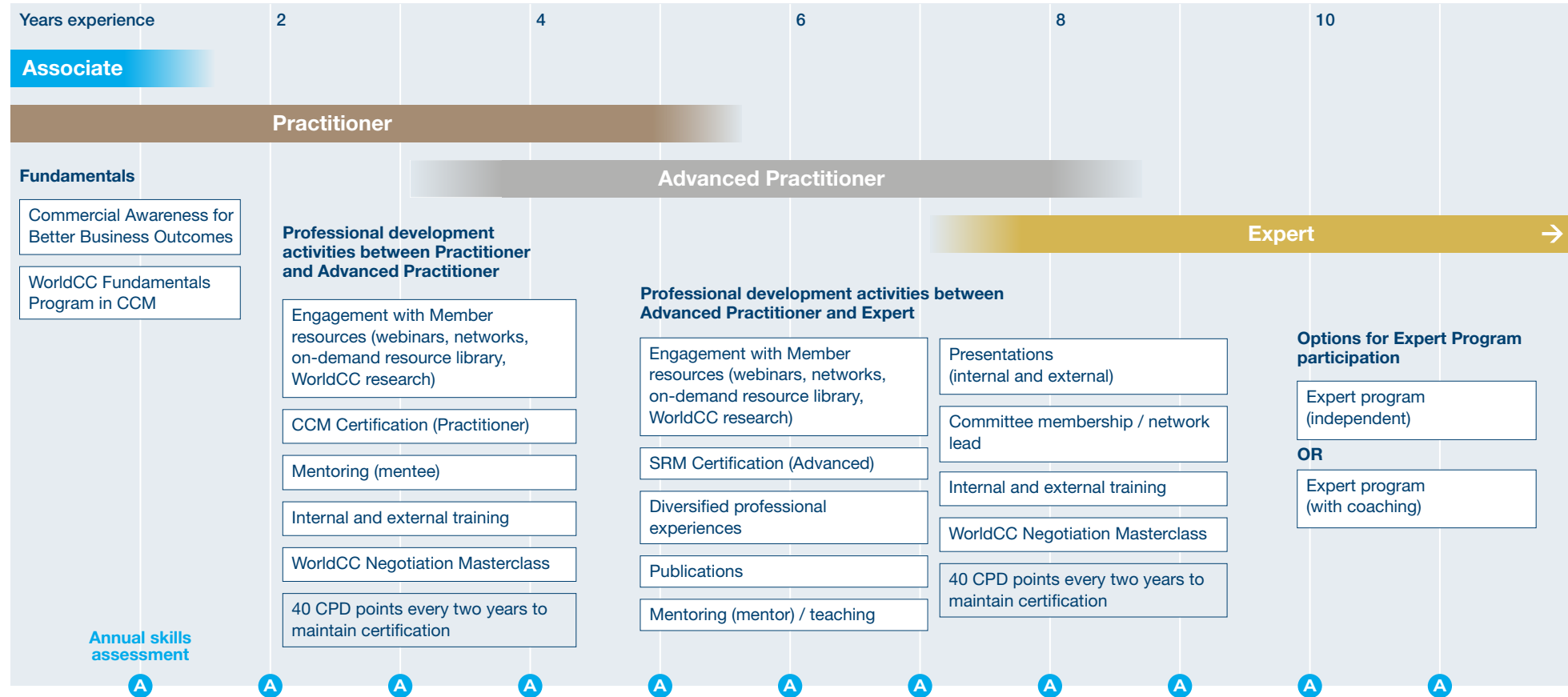
related in-house training and events, and related thirdparty training and events. One hour of activity typically equates to one CPD point, and members capture their CPD activities and points through updating their learning tracker in their membership profile.

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

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 CCM

Flexible entry based on WorldCC skills assessment



# Upcoming learning programs and workshops

## Engage

8 CPD points per item

Vibe Summit – June 6th-7th  
WorldCC's flagship virtual event [Register >](#)

APAC Summit – August 7th-8th  
In person in Melbourne [Register >](#)

Americas Summit – October 16th-17th  
In person in Dallas [Register >](#)

4 CPD points

Statement of Work  
Excel at SoW with our four-part eLearning program,  
in partnership with Deployed [Register >](#)

## Read and consider

1 CPD point per item

**NEW!** Supplier Relationship Management (SRM)  
Certification – Setting the standard for SRM  
expertise. [Read >](#)

## Watch

1 CPD point

Leading the path for the future:  
CCM Certification Program [Watch >](#)

# Agile contracting



## Read and consider

1 CPD point per item

State of Agility in Procurement & Supply [Read >](#)

Doing less with more – embracing the new 20/80 rule for contract support [Read >](#)

Are you ready for agile? [Read >](#)

The benefits of agile digital transformation to innovation processes [Read >](#)

Hugo Sarrazin, Belkis Vasquez-McCall and Simon London, Agile with a capital 'A': A guide to the principles and pitfalls of agile development [Read >](#)



## Watch

1 CPD point per item

Agile: We want it, but can we do it? [Watch >](#)

APAC – Agile contracts: A fresh start [Watch >](#)

Agile contracts: A fresh start [Watch >](#)

Ask the expert, Are contracts past their sell-by date? [Watch >](#)

Ask the expert, Contracting for innovation – is agile contracting the solution? [Watch >](#)

Ask the expert, Understanding and using agile contracts [Watch >](#)

Ask the expert, Agile budgets. Agile contracts. What happens when financial need meets market reality? [Watch >](#)



## Act

1 CPD point

WorldCC network, Contracting Models (Agile, Relational, Outcome-Based) [Act >](#)

# Artificial intelligence



## Read and consider

1 CPD point per item

Contract automation [Read >](#)

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 and financial services [Read >](#)



## Watch

1 CPD point per item

Applying artificial intelligence (GPT-3) to contract management [Watch >](#)

ContractPodAI: Collaborative Intelligence [Watch >](#)

SirionLabs: How AI is helping reimagine contract authoring [Watch >](#)

Malbek: Crossing the contract AI chasm: 6 key trends uncovered [Watch >](#)

AI is the future for contract reviews [Watch >](#)

WorldCC webinar, Practical applications of artificial intelligence (AI) [Watch >](#)



## Act

1 CPD point

WorldCC network, Information technology [Act >](#)

# CCM as a profession



## Read and consider

1 CPD point per item

Survey – How does your salary compare?  
Where are the best opportunities and the greatest  
rewards? [Read >](#)

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

1 CPD point per item

Changing Contracting Models:  
A new face and value for CCM [Watch >](#)

Workday: Dynamic contract management:  
How workday and Republic Airways transform  
contract management [Watch >](#)

CCM and 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 >](#)

De-mystifying legal practices:  
Integrating lawyers as team players [Engage >](#)



## Act

1 CPD point

Survey – How does your salary compare?  
Where are the best opportunities and the  
greatest rewards? [Act >](#)

# Benchmark: Industry and sector highlights



## Read and consider

1 CPD point per item

Aerospace and defense [Read >](#)

Banking, insurance and financial [Read >](#)

Engineering, construction and real estate [Read >](#)

Health and pharma [Read >](#)

Manufacturing and processing [Read >](#)

Oil, gas and energy [Read >](#)

Public sector and government [Read >](#)

Services, outsourcing and consulting [Read >](#)

Technology and software [Read >](#)

Telecoms [Read >](#)



# Negotiation

## Engage

1 CPD point per item

Market Insights: Negotiations in the business services and consulting sector  
Monday, April 3rd [Register >](#)

Negotiation Room – Part 2  
Heading for failure: the woes of a non-negotiator  
Thursday, June 29th [Register >](#)

40-60 CPD points

Online Negotiation training program [Engage >](#)

## Act

1 CPD point

WorldCC network, Negotiation [Act >](#)

## Read and consider

1 CPD point per item

Most Negotiated Terms 2022:  
Negotiating in a time of turmoil [Read >](#)

Dos and Don'ts of contract drafting  
(and negotiation) [Read >](#)

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 >](#)

## Watch

1 CPD point per item

Most Negotiated Terms 2022, webinar [Watch >](#)

Negotiation Room – Part 1  
Negotiation; how to inspire, influence and  
energize [Watch >](#)

Market Insights: Negotiations in the technology  
and software sector [Watch >](#)

Market Insights: Part 3  
Coping with chaos – the most renegotiated  
terms [Watch >](#)

Market Insights: Part 4  
Negotiating across boundaries [Watch >](#)

APAC – Negotiation Room (Part 1)  
Power imbalance in negotiations [Watch >](#)

Balanced contract negotiations – the future to  
saving time and money [Watch >](#)

The Negotiation Room (Part 1)  
“My tribe is better than yours” Culture and belonging  
in negotiation [Watch >](#)

The Negotiation Room (Part 2)  
“Are you joking me?” The role of humor  
in negotiation [Watch >](#)

The Negotiation Room (Part 3)  
If you want to win, concede [Watch >](#)

# Diversity, equity and inclusion

## Engage

5 CPD points per item

World Sustainable Contracting Day  
Wednesday, May 17th [Register >](#)

One step closer: Shared responsibility  
contracting for human rights  
Thursday, March 30th [Register >](#)

## Read and consider

1 CPD point per item

International Women's Day: The return on  
investment of embracing equity [Read >](#)

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 >](#)

## Watch

1 CPD point per item

W.I.N: Using emotional intelligence to get  
what you want [Watch >](#)

Contracting in the circular economy [Watch >](#)

Inspiring Women: Guiding future  
generations [Watch >](#)

Inspiring Women: Shaping the future  
of business [Watch >](#)

Inspiring Women: Entrepreneurship  
and empowerment [Watch >](#)

Your voice matters: Talent and well-being  
survey results [Watch >](#)

APAC – Your voice matters: Talent and  
well-being survey results [Watch >](#)

Inspiring Women: Creating an equitable  
workplace [Watch >](#)

Inspiring Women 2022: Inclusion, equity,  
equality and empowerment [Watch >](#)

Inspiring Women 2022: A sustainable future  
with Elizabeth Wahuti [Watch >](#)

# Contracting principles and standards



## Read and consider

1 CPD point per item

WorldCC Contracting Principles [Read >](#)

Use of World Commerce & Contracting principles in practice by an attorney from a civil law jurisdiction [Read >](#)

General theory of legal design in law and economics framework of commercial contracting [Read >](#)

WorldCC Contracting principles [Read >](#)

WorldCC Contracting standards [Read >](#)

Exploring contract visualization: Clarification and framing strategies to shape collaborative business relationships [Read >](#)



## Watch

1 CPD point per item

Conga: Common pitfalls when trying to adopt contract management solutions [Watch >](#)

Stopping the leak: The value of contracts [Watch >](#)

# Impact of emerging technologies



## Read and consider

1 CPD point per item

Contract Lifecycle Management (CLM): from technology to performance [Read >](#)

Contracts – final frontier? [Read >](#)

Technology sector contracting – leaders or laggards? [Read >](#)

‘Getting it right’ in advanced technology projects [Read >](#)

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



## Watch

1 CPD point per item

Applying artificial intelligence (GPT-3) to contract management [Watch >](#)

Icertis: 5 ways to Accelerate Contract Transformation (ACT) with ESG and Contract Intelligence [Watch >](#)

Evisort: How Keller Williams extends the ROI of Contract Management [Watch >](#)

Ask the expert, The changing role of contract and commercial management [Watch >](#)



## Act

1 CPD point

WorldCC network, Automation and emerging technologies [Act >](#)

# Contract design, simplification and visualization

## Engage

1-CPD point per item

Simpler Contracts by Design [Engage >](#)

Contract Design Pattern Library [Engage >](#)

Better Contract Design Mark [Engage >](#)

## Read and consider

1 CPD point per item

Contract simplification: The why and the how [Read >](#)

Contract visualization – boost your brand and bridge the language barrier [Read >](#)

Contracts as boundary objects: What does this mean and why should we care? [Read >](#)

Comic contracts – everyone can understand them [Read >](#)

Design thinking, the secret to simplifying contracts [Read >](#)

## Watch

1 CPD point per item

Ask the expert: Simplify your contracts – is this now a “must do”? [Watch >](#)

Ask the expert: Visual contracts, worth a look? [Watch >](#)

Designing contracts for trust and inclusion [Watch >](#)

Simplifying your contracts: The journey to self-service,  
Part 1 [Watch >](#)  
Part 2 [Watch >](#)

Contract simplification: How to guide [Watch >](#)

# Dispute resolution

## Engage

1 CPD point

WorldCC network, Dispute, claim and conflict management [Engage >](#)

## Read and consider

1 CPD point per item

Mohit Khullar, Due diligence – shooting the risk before the risk shoots us! [Read >](#)

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 per item

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 >](#)

Ask the expert, Smaller disputes with arbitration or litigation? No way! [Watch >](#)

# Relational contracting



## Read and consider

1 CPD point per item

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 >](#)

Facing the perfect storm of cost increases [Read >](#)

Transforming commercial contracts through computable contracting [Read >](#)

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 per item

Supplier Relationship Management (SRM):

In a world of disruption, uncertainty and change can you afford not to be a customer of choice? [Watch >](#)

Collaboration – turning aspirations to reality [Watch >](#)

SirionLabs: The connected enterprise:

Leveraging CLM as a digital bridge [Watch >](#)

Ask the expert, Relational agreements:

The real routes to collaboration [Watch >](#)

# Future of contracting

## Engage

1 CPD point

Relational Contracting Workshops [Engage >](#)

## Act

1 CPD point

WorldCC network, Sustainable supply chains network  
[Act >](#)

## Read and consider

1 CPD point per item

Sirion Labs, Smarter contracting:  
Reimagining intelligence. Redefining digital [Read >](#)

The promise and pitfalls of sustainable  
procurement [Read >](#)

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 per item

Inspiring Women 2023:  
Passing the baton of inspiration [Watch >](#)

Rethinking statements of work [Watch >](#)

Navigating crises through strategic resilience [Watch >](#)

World Sustainable Contracting Day 2022 [Watch >](#)

Risk management and ESG:  
Understanding your obligations [Watch >](#)

Ask the expert, How to integrate sustainability into  
your organisation's procurement policies and  
processes [Watch >](#)

Ask the expert, How open contracting improves public  
procurement and state asset sales for more than  
\$10 trillion annually [Watch >](#)

Thought leadership webinar: Survey says:  
Yes, procurement can add more value [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 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.



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