CPD InFocus

Continuing Professional Development at WorldCC
March 2023
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 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.

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 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

<table>
<thead>
<tr>
<th>Years experience</th>
<th>Associate</th>
<th>Practitioner</th>
<th>Advanced Practitioner</th>
<th>Expert</th>
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<td>8</td>
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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)
- 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

### Options for Expert Program participation

- Presentations (internal and external)
- Committee membership / network lead
- Internal and external training
- WorldCC Negotiation Masterclass
- 40 CPD points every two years to maintain certification

- Expert program (independent)
- Expert program (with coaching)

### Mentoring (mentee) / teaching

- Expert program (independent)
- Expert program (with coaching)
Upcoming learning programs and workshops

**Engage**

- 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 >]

**Read and consider**

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

**Watch**

- Leading the path for the future: CCM Certification Program  [Watch >]

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

Read and consider

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

- 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

- 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

- 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

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

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 >

Online Negotiation training program  Engage >

Act

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**

<table>
<thead>
<tr>
<th>5 CPD points per item</th>
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| World Sustainable Contracting Day  
Wednesday, May 17th  Register > |

One step closer: Shared responsibility contracting for human rights  
Thursday, March 30th  Register >

**Read and consider**

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>International Women’s Day: The return on investment of embracing equity  Read &gt;</td>
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<tr>
<td>Authenticity and resiliency – catalysts for change  Read &gt;</td>
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<tr>
<td>Diversity equals strength  Read &gt;</td>
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<td>Sustainability, social value and inclusion  Read &gt;</td>
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<td>A new report on strategies to increase equity in public procurement  Read &gt;</td>
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**Watch**

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<td>W.I.N: Using emotional intelligence to get what you want  Watch &gt;</td>
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<td>Contracting in the circular economy  Watch &gt;</td>
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<td>Inspiring Women: Guiding future generations  Watch &gt;</td>
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<td>Inspiring Women: Shaping the future of business  Watch &gt;</td>
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<tr>
<td>Inspiring Women: Entrepreneurship and empowerment  Watch &gt;</td>
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<td>Your voice matters: Talent and well-being survey results  Watch &gt;</td>
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<td>Inspiring Women: Creating an equitable workplace  Watch &gt;</td>
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<td>Inspiring Women 2022: Inclusion, equity, equality and empowerment  Watch &gt;</td>
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<tr>
<td>Inspiring Women 2022: A sustainable future with Elizabeth Wahuti  Watch &gt;</td>
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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 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

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

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

Relational Contracting Workshops  Engage >

Act

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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