

CPD InFocus



Continuing Professional Development at WorldCC
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learning@worldcc.com www.worldcc.com

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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.

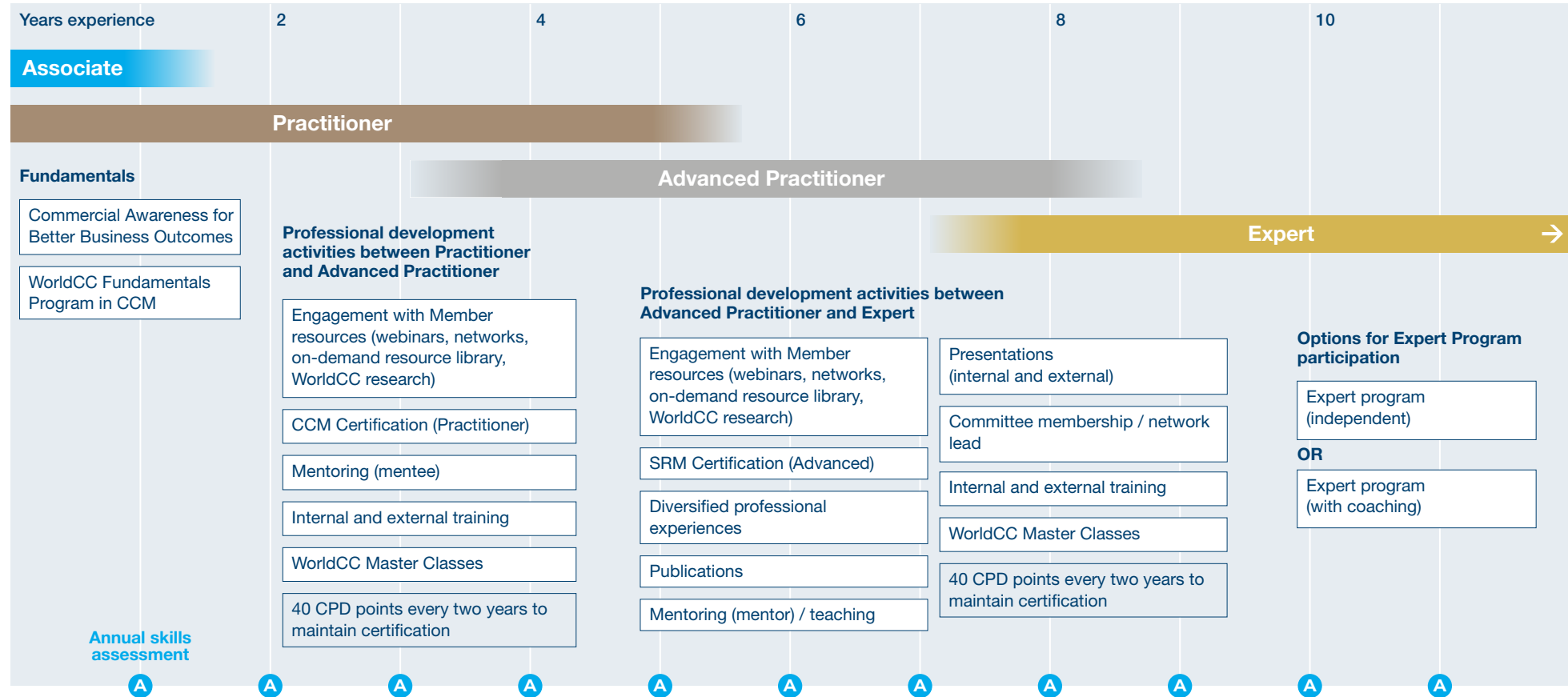
We update this catalog regularly to offer the most current resources available. In addition to WorldCC resources, members can also achieve CPD points by participating in related in-house training and events, and related thirdparty training and events. One hour of activity typically equates to one CPD 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 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 events, workshops and learning programs

Engage

Careers Week – November 27th-29th, 2023
Online event [Register >](#)

4 CPD points

European Roadshow Kronberg – November 30th, 2023
In person in Frankfurt, Germany [Register >](#)

12 CPD points

Academic Symposium – December 4th-5th, 2023
Online event [Register >](#)

12 CPD points

Europe Summit – April 15th-16th, 2024
In person in Málaga, Spain [Register >](#)

12 CPD points

Americas Summit – October 14th-15th, 2024
In person in Atlanta, USA [Register >](#)

4 CPD points

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

Find more resources in the WorldCC
Content Hub [Check now >](#)

Read and consider

1 CPD point

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

When you contract for Agile don't confuse it with traditional methods [Read >](#)

State of agility in procurement & supply [Read >](#)

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 per item

Agility workshops [Act >](#)

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

Find more resources in the WorldCC Content Hub [Check now >](#)

Artificial intelligence



Read and consider

1 CPD point per item

5 Principles to Guide Your Contracting Team's Gen AI Strategy [Read >](#)

Lost revenue in your contracts? AI can help recover it [Read >](#)

Launch Generative Artificial Intelligence (GAI) to upskill provision of public services [Read >](#)

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 >](#)

Find more resources in the WorldCC Content Hub [Check now >](#)



Watch

1 CPD point per item

AI in contracting: an untapped revolution [Watch >](#)

Evisort: What Generative AI Means for Adaptive Leadership [Watch >](#)

Thought leadership panel: navigating the abyss – unveiling fear, ethics and the future of AI in contracting [Watch >](#)

Leading your company in the AI revolution [Watch >](#)

Generative AI: 12 Transformations for Business [Watch >](#)

Speed tech demo [Watch >](#)

The rise of generative AI: a case study by PWC and ContractPodAI [Watch >](#)

How Artificial Intelligence (AI) is transforming enterprise contracting [Watch >](#)

Addressing the barriers to adoption [Watch >](#)

From laggard to leader – will AI transform contract management? [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 >](#)



Act

1 CPD point per item

Adoption of AI in Contracting – survey [Act >](#)

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

CCM as a profession



Read and consider

1 CPD point per item

Benchmark Report 2023 [Read >](#)

Keep it simple: the secrets of successful Contract Lifecycle Management implementation [Read >](#)

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 >](#)

Find more resources in the WorldCC Content Hub [Check now >](#)



Watch

1 CPD point per item

Benchmark Report 2023 – Part 1: Getting beyond average – the state of contract and commercial management 2023 [Watch >](#)

Benchmark Report 2023 – Part 2: Positioning the value of CCM [Watch >](#)

The ROI of contracting excellence [Watch >](#)

Leaders of the Future 2023 Global Winning Team – Europe [Watch >](#)

Building talented procurement and contract management teams [Watch >](#)

Cultivating leadership excellence exploring role models and mentoring [Watch >](#)

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 per item

Careers Week – November 27th-29th, 2023 Online event [Register >](#)

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

Benchmark: 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 >](#)

Business services, outsourcing and consulting [Read >](#)

Technology and software [Read >](#)

Telecoms [Read >](#)

Find more resources in the WorldCC
Content Hub [Check now >](#)

Negotiation

Engage

1 CPD point per item

Negotiation Room – Part 2: Should you have a negotiation strategy?

November 16th, 2023 [Register >](#)

Negotiation Room – Part 3: Mastering the essentials, November 23th, 2023 [Register >](#)

Negotiation strategies to build relationships and close contracts, December 14th, 2023 [Register >](#)

40-60 CPD points

Online Negotiation training program [Engage >](#)

Act

1 CPD point

WorldCC network, Negotiation [Act >](#)

Find more resources in the WorldCC Content Hub [Check now >](#)

Read and consider

1 CPD point per item

Most Important Terms [Read >](#)

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 Important Terms – Negotiating for Marriage
or Divorce [Watch >](#)

Negotiation Room – Part 3: SI or not AI –
the negotiator's dilemma [Watch >](#)

Negotiation Room – Part 2: Heading for failure –
the woes of a non-negotiator [Watch >](#)

Negotiation Room – Part 1: Getting with the
program – how negotiation must support
strategic value [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 >](#)

Diversity, equity and inclusion

Engage

5 CPD points

How to implement socially responsible contracting: insights from WorldCC award winner January 31st, 2024 [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

Advancing gender equality in procurement and supply chains [Watch >](#)

Driving Sustainable Technology: Procurement Takes the Wheel [Watch >](#)

The art of fostering positive work environments [Watch >](#)

Nurturing parental and professional success [Watch >](#)

NAIDOC Week: Indigenous Engagement – Being Genuine [Watch >](#)

Identifying and Addressing Modern Slavery Risk in Your Supply Chain [Watch >](#)

World Sustainable Contracting Day 2023 [Watch >](#)

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

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

Find more resources in the WorldCC Content Hub [Check now >](#)

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 >](#)

Find more resources in the WorldCC Content Hub [Check now >](#)

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 >](#)

Find more resources in the WorldCC
Content Hub [Check now >](#)

Dispute resolution

Engage

1 CPD point

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

Read and consider

1 CPD point per item

Standing neutrals – common sense for preventing contract disputes [Read >](#)

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 >](#)

Find more resources in the WorldCC Content Hub [Check now >](#)

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

Contract or relationship: which matters more? [Watch >](#)

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 >](#)

Find more resources in the WorldCC Content Hub [Check now >](#)

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

Revolutionizing Supplier Relationship Management through AI: A Glimpse into the Future [Read >](#)

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

Advancing gender equality in procurement and supply chains [Watch >](#)

AI in Contracting Week – Addressing the barriers to adoption [Watch >](#)

Re-imagining collaboration: contracts and blockchain [Watch >](#)

World Sustainable Contracting Day 2023 [Watch >](#)

AI in contracting: an untapped revolution [Watch >](#)

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

Rethinking statements of work [Watch >](#)

Navigating crises through strategic resilience [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 >](#)

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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.



90 Grove Street, Ridgefield,
CT 06877, USA

+1 (203) 431 8741
learning@worldcc.com

www.worldcc.com

