

# Modern Procurement Programs and Certifications

Training procurement professionals to meet the challenges  
of a rapidly evolving supply ecosystem



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# Modern Procurement: It's time for a refresh

WorldCC's Modern Procurement training is different. It delivers the experts needed to drive modern economies. We offer a journey – from acknowledging the experts who will lead this transformation, through to the Associates who will become the leaders of the future.

## World Commerce & Contracting – bringing new thinking for new times

Modern Procurement is about reimagining what the function does, how it operates and the capabilities it needs to deliver value in a rapidly changing world. From its wealth of research and engagement with industry leaders, WorldCC has identified critical needs and attributes:

- Supply chain resilience
- Category value creation strategies
- High performing supplier partnerships and innovation
- Accelerated adoption of digital and analytics
- An agile operating model.

## The journey

The Modern Procurement program provides an understanding of how procurement, supply chain and sourcing interconnect – and how roles within them are changing. It equips participants for the integration of procurement with commercial and contract management, providing the tools and the insights that foster collaboration and fuel performance. Together, these transition procurement from a functional discipline into an essential business service.

## Equipping you and your team with the adaptive commercial skills needed to support sustainable career growth

Grasping this exciting mission means discarding (and unlearning) some of the mantras of the past and building on what remains to deliver an increased contribution and business influence.

World Commerce & Contracting is committed to helping our members improve capabilities, connect and share knowledge and leading practice. We're ready to get you and your team on the learning path that will drive impact.



**Sally Guyer**  
Global CEO, WorldCC



**Tim Cummins**  
President, WorldCC

# At a glance

Traditional procurement requires a shift in mission, skills and approach in a rapidly changing world. The recent pandemic has highlighted the critical importance of strong supply chains and robust commercial relationships, bringing the specialist role of procurement into sharp focus as an indispensable value creation business service.

WorldCC's global leadership in the area of procurement for over 20 years uniquely positions it to provide the best training resource and a certification pathway to meet the current challenge. We are here to help you and your organization achieve success. Are you ready to get started?



## Program highlights

- Four levels of certification
- Flexible route to achieve certification
- Eight core programs to develop the skills required of a Modern Procurement team
- Workshops led by world-class trainers, experienced in global online learning
- Robust information exchange, skills development and collaboration in online virtual workshops.



## Benefits for individuals and teams

- Develop skills to embrace the new reality of technology capability, multi-tiered risk and global competition
- Impact the procurement lifecycle from long range corporate plans using an innovative supply base
- Achieve a world recognized certification
- Elevate experience and career opportunities
- Join and network within an established global community.



## Benefits for employers

- Create clarity, understanding and consistency of practice
- Better outcomes from improved trading relationships
- Lead within the organization on driving value, innovation and digital transformation
- Demonstrate investment in your people and nurture employee growth and excellence
- Instill a culture of positivity and support.

# About Modern Procurement training

WorldCC's program leads to the award of an internationally recognized certification in procurement at Associate, Practitioner, Advanced Practitioner and Expert Levels. The Modern Procurement offerings create a framework of the necessary skills to deliver on expectations of an innovative and optimal supply base.

As organizations evolve, they are required to handle dramatic shifts in the competitive marketplace, customer expectations, employee relations, societal requirements, dynamic technological advancement, and the growing impact of a changing risk landscape.

The programs that comprise this certification path are designed to support those who realize that the traditional cost savings focused procurement function, which delivered consistent reductions in unit price for the last 30 years, requires a shift in mission, skills, and approach. While WorldCC's programs are rooted in transactional skill development to ensure competency, you will also develop the skills to embrace the new reality of technology capability, multi-tiered risk, global competition, along with corporate and social expectations to guide strategy.

## Who are these programs for?

Procurement professionals and growth oriented category experts in both the public and private sectors who require the knowledge, skills, best practice insights, and achievements needed to thrive in procurement in the current environment.

## Can I register for a program even if I am not pursuing a certification?

Yes, WorldCC members can join any of the programs in any order without embarking on the certification pathway.

## How long is certification valid?

Certification is valid for a period of two years with an active World Commerce & Contracting membership. Upon certification renewal, members must demonstrate that they have acquired 40 points of Continuing Professional Development (CPD) credits.

## What's the delivery format?

Generally, the programs are delivered virtually, in classes made up of 4 hour instructor led training sessions. Sessions are designed to be highly interactive, with the objective to augment understanding, as well as impact behaviors. See page 14 for session dates.

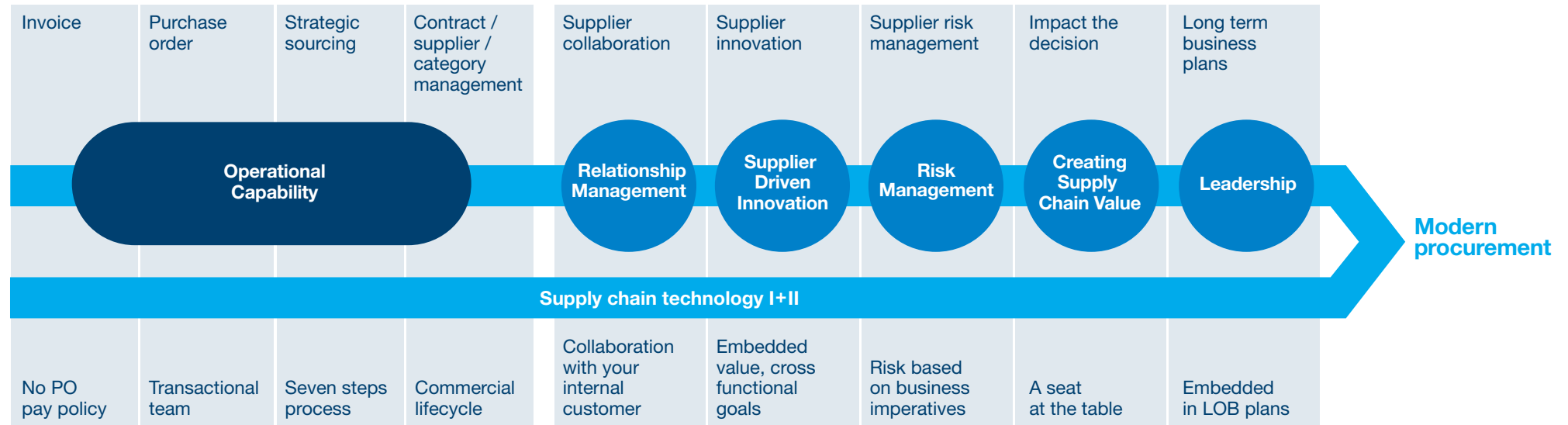
The Operational Capability program is delivered in a blended format, combining approximately 12 hours of on-demand learning, with 8 hours of interactive virtual workshops.

As members, candidates also have access to the WorldCC Content Hub for research and on-the-job guidance.

# Supporting the shift from tactical to strategic

While WorldCC's programs are rooted in transactional skill development to ensure competency, you will also develop the skills of a Modern Procurement team in order to become an indispensable business service, helping to drive strategic decision-making. These programs seek to support individuals and teams to thrive in the new reality of technology capability, multi-tiered risk, global supply chains, innovation, along with corporate and social expectations.

All tactical activity needs to move to digital marketplaces and operational capability must deliver strategically to add value as a business service



# Modern Procurement certification pathway

To earn certification, candidates are required to complete the number of hours of study in approved Modern Procurement (MP) programming at each level. See below for required hours.

Operational Capability 20 hours	Risk Management 8 hours	Creating Supply Chain Value 8 hours	Relationship Management 8 hours	Leveraging Supply Chain Technology I+II 8 hours each	Supplier Driven Innovation 8 hours	Additional programs Please see the <a href="#">WorldCC website</a> for the list and descriptions of additionally qualifying programs offered by WorldCC and its accredited training partners.
<b>Associate</b>						
8 or 20 hours						
Complete only the Operational Capability program (20 hours) or the Bridge program (8 hours) see page 8						
<b>Practitioner</b>						<b>28 or 40 hours total</b>
Complete the Operational Capability program or Bridge program plus 20 hours of approved MP programs						
<b>Advanced Practitioner</b>						<b>52 or 64 hours total</b>
Complete the Operational Capability program or Bridge program plus 44 hours of approved MP programs						
<b>Expert</b>						
To achieve Expert practitioner level, you must:						
1. Become an Advanced practitioner; and thereafter						
2. Earn 64 CPD points.						



# Program details

## Operational Capability (20 hours)

### Program goals

Procurement teams have historically focused on excellence in operational capability as a core of their value proposition. Through the lens of Modern Procurement, this program lays the foundation for a team to perform the next generation of value creation. The goal is to understand operational excellence from a technical and strategic perspective, and provide a framework to deliver these capabilities to the organization.

The program focuses on developing exceptional transactional efficiency through order-and-pay technology and effective sourcing needs. It includes a review of category expertise, source-to-pay technology, integration of marketplaces and supply chain visibility. We will review the end-to-end procurement process within the commercial lifecycle to create an environment where risk and costs can be balanced, and the terms and conditions are incorporated into an active management program.

Categories of spend are increasing in complexity, requiring more sophisticated contracts with greater detail. The contract creates the framework for collaboration and is the tool to spur innovation for future revenue. A strong collaborative contract will foster strong relationships with suppliers and clearly identify deliverables, program

details and expectations on all sides of the relationship. This will include the internal customer, audit, compliance, diversity, n-tier management, sustainability, risk mitigation and innovation. Our goal is to also understand the total cost of ownership, reviewing the concepts of supplier management and skills around change management.

### How does this program apply to certification?

Upon successful completion, candidates earn 20 Modern Procurement hours and an Associate level certification. This program, or where appropriate the Bridge Program, is also required to earn a Practitioner or Advanced Practitioner certification.

### What is the delivery format?

This program is delivered in a blended format, combining approximately 12 hours of on-demand learning, with 8 hours of interactive virtual workshops.

The on-demand learning includes micro-learning videos, discussion boards, and short assessments at the end of each topic. The interactive virtual workshops are organized as 2 x 4 hour online sessions.

Sessions are designed to be highly interactive, with the objective to augment understanding, as well as impact behaviors.

As members, candidates also have access to the WorldCC Content Hub for research and on-the-job guidance.

### Assessment for certification

To successfully complete the program and earn an Associate level certification, learners must pass the online assessments at the end of each topic delivered on-demand and participate in the 8 hours of virtual workshop.

### Continuing Professional Development

Participants earn 20 CPD points.

### Topics covered

- Spend analytics
- Sourcing strategy (including RFP, RFQ and ITT's)
- Risk mitigation
- Negotiation
- Contract drafting and design
- SOWs
- Commercial awareness
- Order to pay process (authorization, budgeting, order placement, logistics, payment, supply chain financing)
- Category management
- Contract management
- Supplier management
- Change management
- Quality and service.

## Bridge program

### CCM or SRM certified?

Learners who hold a current WorldCC CCM or SRM certification can bypass the full Operational Capability program and achieve Associate level Modern Procurement certification with the 8 hour Bridge program.

Learners join Operational Capability candidates for the 2 x 4 hour virtual workshop sessions to bridge their understanding and earn an Associate certification.

### Certified with another organization or hold a relevant degree?

WorldCC can recognize certifications and / or degrees from other organizations and Universities toward the requirements for the WorldCC Modern Procurement Associate level. Typically, learners are required to supplement their degree and / or certification with WorldCC's Bridge program.

### 2+ years procurement experience?

Candidates with 2+ years procurement experience may also be eligible to achieve Associate level certification through the Bridge Program.

Contact [learning@worldcc.com](mailto:learning@worldcc.com) to see if you qualify and explore your options.



## Program details (continued)

### Risk Management (8 hours)

#### Program goals

Risk has become an active part of every procurement function and a vital skill set to support the safe and reliable delivery of products and services to the organization. We need to stop rigid cost driven monoculture, where cost savings drive all decisions.

This program will cover risk types including Financial, Cyber, Operational, Geographic, Reputational and Regulatory. The need for awareness and prevention as well as skills to generate remediation, reporting and governance. The strategy to create a priority driven risk management program which will include the use of third party risk management, suppliers, strong contract governance and robust sourcing.

The largest day to day risk for a company is inferior quality. The best remediation is a strong procurement function. It is imperative that the procurement team collaborates with internal teams such as Risk, Audit, Finance and Engineering, and external teams including suppliers and category experts to develop a proactive risk mitigation solution.

The department needs to have an expert lead this effort and create a framework for the team to follow. This includes risk modelling, predictive versus reactive activity, and understanding of sustainability and being anti-fragile. This can include the full restructuring of the supply chain – a major undertaking for any organization.

#### How does this program apply to certification?

Upon successful completion, candidates earn 8 Modern Procurement hours to apply towards Practitioner or Advanced Practitioner certification. Candidates also earn a Certificate of Completion.

#### What is the delivery format?

The program is delivered in 2 x 4 hour instructor led training sessions, delivered virtually. Sessions are designed to be highly interactive, with the objective to augment understanding, as well as impact behaviors.

As members, candidates also have access to the WorldCC Content Hub for research and on-the-job guidance.

#### Continuing Professional Development

Participants earn 8 CPD points.

#### Topics covered

- Third party risk management
- Risk modeling
- Predictive versus reactive
- Sustainability
- Anti-fragility
- Innovative, rapid response supply chains
- Agility
- Uncertainty management
- Risk versus opportunity.

## Program details (continued)

### Creating Supply Chain Value (8 hours)

#### Program goals

This program will build an understanding of how your work translates into value for your organization. You will need to become a business athlete, to understand how the CEO, CFO, Treasurer, HR executive, and the CIO create value. Know the numbers that generate success for the company – how they measure success needs to be how you measure success. It is imperative that you run procurement like a business, considering customer service, clear deliverables to the organization and how they are marketed to each internal organization. Your products are your supplier base and all they have to offer. Your value is building a dynamic solution that delivers optimal value for the products and services of a global supply chain and protecting the company from supply chain risk.

Every business is deeply intertwined with environmental, social and governance (ESG) concerns. An optimal supply chain offers wide reaching opportunities to create value for your organization. Environmental criteria includes energy usage, discharged waste, the resources needed, including carbon emissions and the climate change impact.

Social criteria includes how you build your reputation with people and organizations where you do business. Governance is how you manage and control your department and suppliers, how you make effective decisions, comply with the law, and meet the needs of external stakeholders.

In this program, you will understand how to leverage ESG tools and principles to create business value.

#### How does this program apply to certification?

Upon successful completion, candidates earn 8 Modern Procurement hours to apply towards Practitioner or Advanced Practitioner certification. Candidates also earn a Certificate of Completion.

#### What is the delivery format?

The program is delivered in 2 x 4 hour instructor led training sessions, delivered virtually. Sessions are designed to be highly interactive, with the objective to augment understanding, as well as impact behaviors.

As members, candidates also have access to the WorldCC Content Hub for research and on-the-job guidance.

#### Continuing Professional Development

Participants earn 8 CPD points.

#### Topics covered

- Identify / communicate your USP in the following areas:
  - Supplier relationship management
  - Contract lifecycle management
  - Micro and macro economics
- Learn to ‘think and act like an owner’
- Move away from cost savings into EPS
- Balancing requirements
- Sustainability versus corporate social responsibility
- Environmental, social and economic pillars
- Supplier diversity
- Circular procurement.

## Program details (continued)

### Relationship Management (8 hours)

#### Program goals

Relationships are the core of the procurement process, both inside the department and organization, and with customers and suppliers. Success is built on the capacity to influence and that, in turn, is based on the ability to understand the perspectives of the participants in the process. Building relationships seems to come easy to some, and often, those individuals realize that the success of others creates the baseline for personal success.

This program provides the knowledge and tools on how relationships can be built with partner organizations. It also develops the ability to become a trusted advisor to team leaders, instilling a confidence that demonstrates you understand their priorities and will strive to make them successful (and work to develop the related skills). In many cases, this requires the ability to change the culture within your function and the organization. The starting point is clear, simple, and constant communication, up, down, and across.

#### How does this program apply to certification?

Upon successful completion, candidates earn 8 Modern Procurement hours to apply towards Practitioner or Advanced Practitioner certification. Candidates also earn a Certificate of Completion.

#### What is the delivery format?

The program is delivered in 2 x 4 hour instructor led training sessions, delivered virtually. Sessions are designed to be highly interactive, with the objective to augment understanding, as well as impact behaviors.

As members, candidates also have access to the WorldCC Content Hub for research and on-the-job guidance.

#### Continuing Professional Development

Participants earn 8 CPD points.

#### Topics covered

- Building relationships and understanding perspectives of internal customers, partners, leaders and suppliers
- Be a business person in procurement, not a procurement person in business
- Identifying internal customers' business challenges
- Proposing alternatives based on knowledge and understanding
- Becoming a change agent
- Becoming a trusted advisor
- Creating partnerships with suppliers to cultivate supplier innovation.

*"It is surprising how much you can accomplish if you don't care who gets the credit."*

Abraham Lincoln

## Program details (continued)

### Leveraging Supply Chain Technology, parts I+II (8 hours each)

#### Workshop goals

These programs are designed to understand the use of technology in our space.

Part I focuses on the technology impacting procurement today. Part II positions you to lead on the technology that will fundamentally impact and alter procurement in the imminent future.

#### Part I

How we build a function that delivers the most effective process, developing the most creative mix of people with talent from both inside and outside of the company and then implement the technology.

#### Part II

We need to be constantly aware of game changing technology and understand the role of the Procurement Information Architect role. There are BOTS, Augmented Intelligence, RPA, Blockchain, Artificial Intelligence and Analytical tools that can help or devolve into a morass of pain and suffering. Technology needs to be a force multiplier within a strong vision. You need to use sales and marketing to help find and optimize technology without losing sight of what motivates marketing and sales.

#### How does this program apply to certification?

Upon successful completion, candidates earn 8 Modern Procurement hours to apply towards Practitioner or Advanced Practitioner certification. Candidates also earn a Certificate of Completion.

#### What is the delivery format?

The programs are each delivered in 2 x 4 hour instructor led training sessions, delivered virtually. Sessions are designed to be highly interactive, with the objective to augment understanding, as well as impact behaviors.

As members, candidates also have access to the WorldCC Content Hub for research and on-the-job guidance.

#### Continuing Professional Development

Participants earn 8 CPD points.

#### Topics covered in Part I

- Technology supporting process and people (technology impacting spend analytics, supplier data, sourcing, contract, requisitioning, category specific)
- Data collection, mining and analytics
- Monitoring and managing internal and external technology changes.

#### Topics covered in Part II

- Blockchain and IOT
- Artificial Intelligence
- BOTS, Augmented Intelligence, RPA
- Marketplace technology
- Governance
- Performance management
- Transformation and change management
- Procurement Information Architect role.

*“It’s not a faith in technology.  
It’s faith in people.”*

Steve Jobs

## Program details (continued)

### Supplier Driven Innovation (8 hours)

#### Program goals

Procurement is filled with new opportunities, technology, companies, strategies, and challenges on a global basis. We experience new lines of thought, from around the world, connect with brilliant people both inside the organization and our suppliers.

Our job is to be curious, find innovative solutions, build new supply chains that drive innovation within our own companies.

We have the opportunity to incorporate social change, environmental improvements, and innovation within our supply base.

Every day we face challenges to improve the status quo. The question is how do we create value on a holistic basis, to be better, faster, cheaper, cleaner, more diverse, inclusive and deliver optimal solutions for our partners? We need a willingness to learn, find and nurture innovators in our supply chain, building collaborative and synergistic value that in turn creates an innovation engine.

#### How does this program apply to certification?

Upon successful completion, candidates earn 8 Modern Procurement hours to apply towards Practitioner or Advanced Practitioner certification. Candidates also earn a Certificate of Completion.

#### What is the delivery format?

The program is delivered in 2 x 4 hour instructor led training sessions, delivered virtually. Sessions are designed to be highly interactive, with the objective to augment understanding, as well as impact behaviors.

As members, candidates also have access to the WorldCC Content Hub for research and on-the-job guidance.

#### Continuing Professional Development

Participants earn 8 CPD points.

#### Topics covered

- Intrapreneurship
- Identify and leverage the shifters and innovators in our supply chain
- Earn the respect of the internal customer
- Structure relationships that drive innovation and continuous competitive advantage.

*“My favorite words are possibilities, opportunities and curiosity. I think if you are curious, you create opportunities, and then if you open the doors, you create possibilities.”*

Mario Testino

# How to enroll

Choose a program and class for 2023 from the options below. You can enroll in any program in any order, but you must complete both sessions (1 and 2) within the class you choose for each program.

Enterprise / corporate group delivery at **APAC-friendly times** is also available. Please contact [learning@worldcc.com](mailto:learning@worldcc.com) for more information.

**All sessions start at 11am Eastern Time.**

Operational Capability 8 hours (2 sessions) plus 12 hours of on-demand content	Bridge Program 8 hours (2 sessions)	Risk Management 8 hours (2 sessions)	Creating Supply Chain Value 8 hours (2 sessions)	Relationship Management 8 hours (2 sessions)	Leveraging Supply Chain Technology I 8 hours (2 sessions)	Leveraging Supply Chain Technology II 8 hours (2 sessions)	Supplier Driven Innovation 8 hours (2 sessions)
<b>Class 1</b>	<b>Class 1</b>	<b>Class 1</b>	<b>Class 1</b>	<b>Class 1</b>	<b>Class 1</b>	<b>Class 1</b>	<b>Class 1</b>
Jan 23 Session 1	Jan 23 Session 1	Feb 13 Session 1	Mar 06 Session 1	Mar 27 Session 1	May 08 Session 1	Jun 05 Session 1	May 22 Session 1
Jan 25 Session 2	Jan 25 Session 2	Feb 15 Session 2	Mar 08 Session 2	Mar 29 Session 2	May 10 Session 2	Jun 07 Session 2	May 24 Session 2
<b>Class 2</b>	<b>Class 2</b>						
Apr 17 Session 1	Apr 17 Session 1						
Apr 19 Session 2	Apr 19 Session 2						
<b>Class 3</b>	<b>Class 3</b>						
Jun 26 Session 1	Jun 26 Session 1						
Jun 28 Session 2	Jun 28 Session 2						

Find out more and enroll

# Prices

## Per person

Operational  
Capability program  
(20 hours)

**1600**  
US\$

All other MP programs  
listed in this catalog  
(8 hours)

**800**  
US\$

Find out more and enroll



## Company specific learning

Minimum 8 people

PLUS  
**1500**  
US\$

In addition to the price per person, there is a one-off cost per company of US\$ 1,500

### Benefits of a company specific portal

- Self contained company cohort for secure forum and discussions
- Better reporting and tracking



### Our procurement expert-in-residence



#### Roy Anderson

CPO and Supply Chain Evangelist

Roy Anderson has transformed procurement teams from transactional buying to supply value activists, implementing leading procurement

technology in multiple industries including Universities, Commercial and Military manufacturing, Retail Insurance and Financial Services. He has significant experience in the University Space, as an Adjunct Professor and Guest Lecturer at Northeastern, Clemson and Rutgers University, in their Supply Chain Management programs and a member of their SCM advisory council. Roy is the former Managing Director of procurement technology company GoProcure – a startup that delivered tail spend technology and consulting services in support of Universities and mid-sized businesses.

Prior to GoProcure, Roy was the Chief Procurement Officer for State Street Bank, MetLife and John Hancock Financial Services. He was also the Director of Purchasing Operations for Fidelity Investments and Purchasing Manager in commercial and military manufacturing facilities for Textron Corp. and Raytheon Company. He has built data driven, high performing global sourcing teams in the US, India, Korea and Mexico. He holds a BS and an MBA from Babson College in Wellesley, Massachusetts.

Roy conducted interviews with over 150 procurement leaders, and with his findings and extensive experience, collaborated with WorldCC to create this Modern Procurement program.

### 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.



**Learning enquiries**  
learning@worldcc.com

[www.worldcc.com](http://www.worldcc.com)

