Continuing Professional Development at WorldCC
August 2022
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.

New in 2022
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

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<th>Years experience</th>
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**Fundamentals**
- Commercial Awareness for Better Business Outcomes
- WorldCC Fundamentals Program in CCM

**Annual skills assessment**
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**Professional development activities between Practitioner and Advanced Practitioner**
- Engagement with Member resources (webinars, networks, on-demand resource library, WorldCC research)
- CCM Certification (Practitioner)
- 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
- Presentations (internal and external)
- Committee membership / network lead
- Internal and external training
- WorldCC Negotiation Masterclass
- 40 CPD points every two years to maintain certification

**Options for Expert Program participation**
- Expert program (independent)
- Expert program (with coaching)

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Upcoming learning programs and workshops

Engage

**NEW!** Vibe Summit
APAC – September 20th-21st  Register >
EMEA & Americas – September 21st-22nd  Register >

12 CPD points

**NEW!** Americas Summit, November 7th  Register >

2 CPD points

CCM blended program workshops  Engage >

Read and consider

**NEW!** A new Modern Procurement training program is knocking at your door. Will you open it?  Read >

Watch

**NEW!** Community Day
APAC  Watch >
EMEA & Americas  Watch >

**NEW!** Leading the path for the future:
CCM Certification Program  Watch >
Agile contracting

Read and consider

- 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

- NEW! 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

- WorldCC network, Contracting Models (Agile, Relational, Outcome-Based)  Act >
Artificial intelligence

Read and consider

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

NEW! ContractPodAI: Collaborative Intelligence Watch >

NEW! SirionLabs: How AI is Helping Reimagine Contract Authoring Watch >

NEW! 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

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

NEW!  Changing Contracting Models: A new face and value for CCM  Watch >

NEW!  Industry Spotlight Series: Manufacturing and Processing  Watch >


The Benchmark Report 2021: Final release of the most anticipated research of the year – with Icertis  Watch >

Industry spotlight series: Government and public sector 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 >

Optimizing for social value  Watch >

De-mystifying legal practices  Watch >
Cloud computing

Read and consider

1 CPD point per item

Bernhard Kainrath and 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 >

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

1 CPD point

Thought Leadership webinar, Negotiating ‘As a Service’ contracts  Watch >
Contract design, simplification and visualization

Engage

- Simpler Contracts by Design  Engage >

Read and consider

- Templatizing your contracts  Read >
- TRG update – December 2021  Read >
- Conflict of documents: The approach to determine any inconsistencies between bespoke terms and standard contract forms stands clarified, once again!  Read >
- Better Contract Design  Read >

Watch

- NEW! APAC – Who gives a crap about contracts?  Watch >
- NEW! Innovating Contracts: Let’s start laying the eggs  Watch >
- Ask the Expert, Contract simplification – The key to integrity, efficiency and effectiveness  Watch >
- Contracts & Commercial in 2021: A year in review  Watch >
- Designing contracts for trust and inclusion  Watch >
- Ask the Expert, The rise of the contract designer – Contract simplification and design explained  Watch >
- Ask The Expert, From contract drafting to contract design – How to get started  Watch >
Contracting principles and standards

Read and consider

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 >

A peek into the future of commercial transactions – Smart contracts, relational contracting and the WorldCC principles  Read >

Watch

NEW! Conga: Common pitfalls when trying to adopt contract management solutions  Watch >

NEW! Stopping the Leak: The value of contracts  Watch >
Dispute resolution

Engage

1 CPD point

WorldCC network, Dispute, claim and conflict management  Engage >

Read and consider

1 CPD point per item

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 >
Diversity, equity and inclusion

**Engage**

*NEW!* APAC – Inspiring Women 2022: Finding Your Voice
Thursday, August 18th  [Register >]

**Read and consider**

*NEW!* 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**

*NEW!* Inspiring Women: Guiding Future Generations  [Watch >]

*NEW!* Inspiring Women: Shaping the future of business  [Watch >]

*NEW!* Inspiring Women: Entrepreneurship and Empowerment  [Watch >]

*NEW!* Your Voice Matters: Talent and Well-Being Survey Results  [Watch >]

*NEW!* 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 >]
Impact of emerging technologies

Read and consider

- 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

- NEW! Icertis: 5 Ways to Accelerate Contract Transformation (ACT) with ESG and Contract Intelligence Watch >

- NEW! Evisort: How Keller Williams Extends the ROI of Contract Management Watch >

Ask The Expert, The changing role of contract and commercial management Watch >

Act

- NEW! WorldCC network, Automation & Emerging Technologies Act >
Negotiation

Engage

1 CPD point

NEW! APAC – Negotiation Room (Part 2):
Trust in Commercial Relationships
Wednesday, August 10th  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

NEW! 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

NEW! APAC – Negotiation Room (Part 1):
Power imbalance in negotiations  Watch >

NEW! 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 >
Relational contracting

Read and consider

- 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

- NEW! Collaboration – turning aspirations to reality  Watch >
- NEW! 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 per item

Relational Contracting Workshops  Engage >

Act

1 CPD point per item

WorldCC network, Sustainable supply chains network  Act >

Read and consider

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

NEW! Rethinking Statements of Work  Watch >

NEW! Navigating Crises Through Strategic Resilience  Watch >

NEW! 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.