

# CPD InFocus



**Continuing Professional Development at WorldCC**  
August 2022

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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.

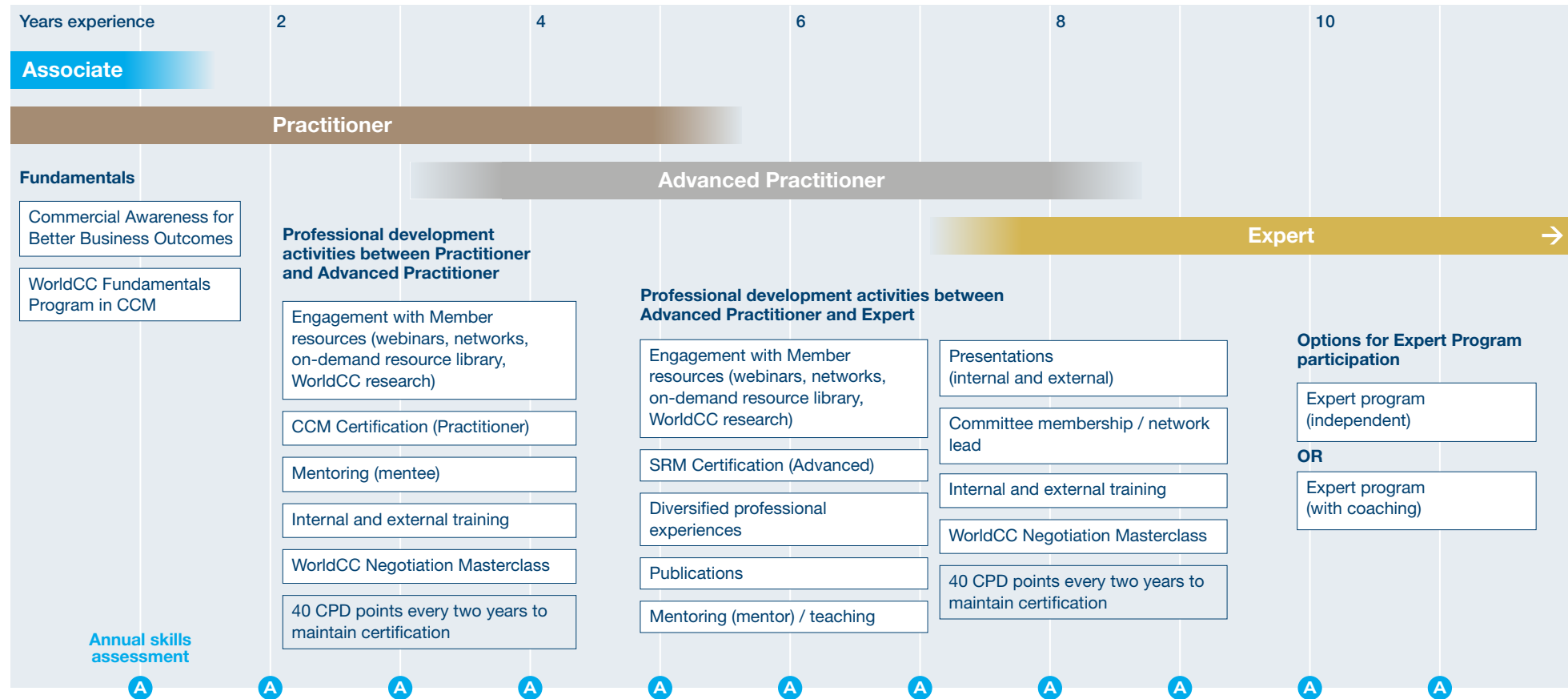
### New in 2022

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](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

**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

1 CPD point

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

## Watch

1 CPD point per item

**NEW!** Community Day  
APAC [Watch >](#)  
EMEA & Americas [Watch >](#)

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

# Agile contracting



## Read and consider

1 CPD point per item

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

**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

1 CPD point

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

# Artificial intelligence



## Read and consider

1 CPD point per item

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

**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

1 CPD point

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

# CCM as a profession



## Read and consider

1 CPD point per item

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

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

**NEW!** Industry Spotlight Series: Manufacturing and Processing [Watch >](#)

**NEW!** Workday: Dynamic Contract Management: How Workday and Republic Airways Transform Contract Management [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: Integrating lawyers as team players [Engage >](#)

# 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

1-40 CPD points

Simpler Contracts by Design [Engage >](#)

## Read and consider

1 CPD point per item

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

1 CPD point per item

**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

1 CPD point per item

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

1 CPD point per item

**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

5 CPD points

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

## Read and consider

1 CPD point per item

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

**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

1 CPD point per item

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

**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

1 CPD point

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

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

**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

Relational Contracting Workshops [Engage >](#)

## Act

1 CPD point

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

## Read and consider

1 CPD point per item

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.



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