CPD InFocus
Continuing Professional Development at IACCMM

April 2020

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About Continuing Professional Development at IACCM

Dedicated to raising the quality and integrity of trading relationships, IACCM 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 IACCM’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 earn CPD points to maintain their IACCM certification. Specifically, IACCM 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 IACCM 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 monthly to offer the most current resources available. In addition to IACCM 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 membership profile.

Please contact training@iaccm.com if you have any questions about our training, development or CPD options, or are interested in scheduling custom CPD programs for your team.
Negotiation

Read

2 CPD points

Helen Rogers and Ray Fells, Successful buyer-Supplier Relationships: The Role of Negotiations
Read >

Develop

1 CPD point

Tiffany Kemp, Contract Negotiations - How to Avoid the Email Trap and Win
Read >

Engage

40-60 CPD points

Online Negotiation Training Program
Engage >

Watch

1 CPD point

Ask the Expert, Honest Negotiation - Trust, Negotiation, Psychology and Behavioural Economics in the Real World
Watch >

Think

2 CPD points

IACCM Thought Leadership Paper, Is Negotiation Dead?
Read >

Act

1 CPD point

IACCM Network, Negotiation
Contribute >

Read

Commitment Matters Blog, Negotiation in an Age of Automation
Read >
Agile Contracting

**Read**

1 CPD point

Bruce Everett, 'Agile fixed' contracts - An oxymoron or an Opportunity for Collaboration?  [Read >](#)

**Watch**

1 CPD point

Ask the Expert, Agile Legal Teams - Design Thinking, Kanban and Beyond  [Watch >](#)

**Consider**

2 CPD points


**Watch**

1 CPD point

Ask the Expert, Contracting for Innovation - Is Agile Contracting the Solution?  [Watch >](#)

**Act**

1 CPD point

IACCM Network, Contracting Models (Agile, Relational, Outcome-based)  [Contribute >](#)
Sustainable Procurement & Contracting

**Read**
1 CPD point
Scott Alden, Sustainable Procurement in Practice - Implementation Read >

**Consider**
1 CPD point
Commitment Matters Blog, Can There be Trust Without Transparency? Read >

**Act**
1 CPD point
IACCM Network, Sustainable Supply Chains Network Contribute >

**Watch**
1 CPD point
Ask the Expert, How to Integrate Sustainability into Your Organisation’s Procurement Policies and Processes Watch >

**Read**
2 CPD points
Tyrone S. Pitsis, We Can all Fight Corruption: Why Research on Contracts, Commercial Management and Negotiation Matters Read >

**Watch**
1 CPD point
Ask The Expert, Modern Slavery Legislation in Australia Watch >

**Consider**
1 CPD point
Ask the Expert, How Open Contracting Improves Public Procurement and State Asset Sales for More than $10 Trillion Annually Watch >
Contract Design, Simplification, and Visualization
Impact of Emerging Technologies

Read

1 CPD point

IACCM Research, Contract & Commercial Management: Role & Direction Read >

Watch

1 CPD point

Ask The Expert, The Changing Role of Contract and Commercial Management Watch >

Think

1 CPD point

Kingsley Martin, Contract Management’s Hi-Tech Revolution - How to Make it Happen Read >

Watch

1 CPD point

Webinar, Realizing Rol from Contract Management Technologies Watch >

Review

3 CPD points


Act

1 CPD point

IACCM Network, Automation & Emerging Technologies Contribute >
Contracting Principles

Review
2 CPD points
IACCM Contracting Principles Review >

Read
1 CPD points
Hal Bretan and Lita Bollimpalli, IACCM Contracting Principles Read >

Watch
1 CPD points
Ask The Expert, The IACCM Contracting Principles: Improving the Quality and Speed of Negotiations Watch >

Review
2 CPD points
Contract Standards Review >

Watch
1 CPD points

Think
1 CPD points
Commitment Matters Blog, Three Easy Steps to Reduce Contract Cycle Time Read >
Contracting Standards

Engage

3 CPD points

Contracting Standards Engage >

Review

1 CPD points

IACCM Europe Conference 2019, IACCM Contracting Principles and Standards - Using AI Technology to Drive Deal Velocity Review >

Watch

1 CPD points

Ask The Expert, Leveraging AI and Standards to Increase Deal Velocity Watch >

Think

1 CPD points

Emil Stefanutti, Artificial Intelligence – Turbocharging our Contract Management Future? Read>

Read

1 CPD points

Commitment Matters Blog, Contract Drafting vs Contract Intelligibility Read >
Dispute Resolution

Read
Henrik Lando, What are the Causes of Conflicts in Contractual Relationships? (IACCM Academic Symposium 2019) Read >

Watch
Ask the Expert, Using Multi-tiered Dispute Resolution Clauses to Solve Complex Disputes Watch >

Engage
IACCM Network, Dispute, Claim and Conflict Management Engage >

Watch
Ask The Expert, Contractual Awareness, Claims Prevention and Mitigation-What Every Contract Manager Should Know Watch >

Develop
IACCM Resource, Resolving Capital Project Disputes: Adopting a Business Case Approach Develop >

Read
J.P. Groton and Helena Haapio, Contract Disputes - Expect Them, Be Ready! Read >
Cloud Computing

Read
1 CPD point
Bernhard Kainrath & Dierk Schindler, Think Ahead on Risk Management in the Cloud Before it's Too Late! Read >

Watch
1 CPD point
Ask the Expert, The Business Case of Cloud Computing Agreements Watch >

Engage
1 CPD point
IACCM Network, Information Technology Network Engage >

Watch
1 CPD point
Ask The Expert, Cloud Computing & IT Contracts: Doing Big Deals Right Watch >

Review
1 CPD point
David W. Tollen, Cloud Computing & IT Contracts: Central Clauses and Common Mistakes Review >
Research Forum: “As a Service” Contracts

Read

IACCM Research Report, A Guide to Fair Contracts for ‘As a Service’ Read >

Watch

Thought Leadership Webinar, Negotiating ‘As a Service’ Contracts Watch >

Consider

Committment Matters Blog, As-a-Service: Commercial Model of the Future Read >

Watch

Ask The Expert, Top Questions to Ask the Provider Touting ‘As A Service’ Offerings Watch >

Review

IACCM Research Report, As a Service Impact on Enterprise Contracting Review >
Artificial Intelligence

Read
Emil Stefanutti, Artificial Intelligence – Turbocharging Our Contract Management Future? Read >

Watch
IACCN Webinar: Practical Applications of Artificial Intelligence (AI) Watch >

Consider
IACCN White Paper: Artificial Intelligence & Financial Services Read >

Watch
Ask the Expert, The Effective Use of Machine Learning and Artificial Intelligence to Assure Compliance Watch >

Think
Craig Conte, In Defense of Humans – People Do Matter when it Comes to Technology Read >

Act
IACCN Network, Information Technology Contribute >
2019 In Review: Contract Economics, Ethics, Innovation

Think
1 CPD point
IACCM APAC Conference 2019, Opening Keynote Address: Creating Value Through Change - Contract Economics, Ethics and Innovation  Read >

Review
1 CPD point
IACCM Americas Conference 2019, Contract Economics Workshop  Review >

Read
1 CPD point
IACCM Europe Conference 2019, Contract Economics - Risk Allocation as a Source of Value Creation and Leakage in Contracts  Read >

Consider
1 CPD point
IACCM Academic Symposium 2019, Christof Backhaus, Ethics in Commercial and Contract Administration  Consider >

Think
1 CPD point
IACCM Americas Conference 2019, Commercial Innovation Workshop  Read >

Consider
1 CPD point
IACCM Americas Conference 2019, Steven Tiell (Accenture) Keynote Address: Responsible Innovation  Consider >
CCM as a Profession

Read

1 CPD point

Commitment Matters Blog, Commercial Management: a Career with a Future? [Read >]

Watch

1 CPD point

IACCM Thought Leadership Webinar: Contract & Commercial Management: Are We Facing a Talent Crisis? [Watch >]

Consider

2 CPD points

Rory Unsworth, Meet the Flexperts! How to Bring in Expert Contributions around the Contract in Support of Commercial Interests [Read >]

Review

1 CPD point

Hildegard Touch, Does my Company need Contract Management? [Read >]

Think

1 CPD point

Commitment Matters Blog, Talent: What’s the Answer? [Read >]

Act

1 CPD point

IACCM Network, Mentoring Program [Contribute >]
IACCM COVID-19 Crisis Management Kit

Read

1 CPD point

Sally Guyer, Coronavirus: Pragmatism During a Time of Crisis Read >

Consider

2 CPD points

Post Award Summary Report - The Value Compliance Uncertainty Framework (VCU) Consider >

Watch

1 CPD point

IACCM Thought Leadership Webinar: Coronavirus (COVID-19): The Contractual Implications Watch >

Think

1 CPD point

Ensuring Cybersecurity When Organizations Consider Teleworking and Remote Access Read >

Review

1 CPD point

IACCM COVID-19 Crisis Management Kit Review >