

Commercial Awareness for Better Business Outcomes

An IACCM Training Program: 4 Continuing Professional Development Points

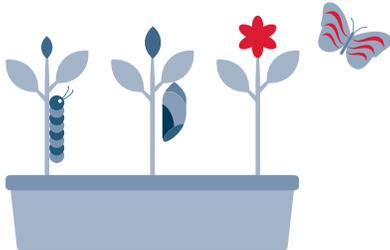
Driving commercial excellence across the organization

Growing complexity, increasing velocity of change, unpredictable market volatility. The need for commercial judgment has never been greater, but it is threatened by the pressure for speed and demands for frictionless commerce.

What's the answer? Today, more than ever, businesses need to raise the level of commercial awareness within their organization. They need people who can recognise risk, who understand when they need to turn to experts, who move from an environment of 'don't know they don't know' to one where they 'know they don't know'.

Time is precious. Everyone is busy. Commercial awareness training must be practical, incisive and easy to digest. That's why IACCM has responded to the requests by its members to develop a dynamic, interactive, on-demand Program designed for the non-commercial practitioner.

Reduce risk. Accelerate decisions. Increase the ease of doing business. Commercial awareness protects and grows your assets. Register at: www.iaccm.com/training/commercial-awareness



“Contracts and the contracting lifecycle are the bedrock of informed commercial judgment in practice.”

Sally Guyer, CEO, IACCM

What are the Program objectives?

At the end of this Program, employees will have the knowledge they need to contribute to better business outcomes by:

Understanding the factors in exercising informed commercial judgment.	
Becoming familiar with the contracting lifecycle and the elements essential to each of its phases.	
Becoming familiar with the key things to consider at the time of market engagement.	
Becoming familiar with the top ten pitfalls in contracting that commonly undermine contract performance, costing money and damaging relationships.	
Recognizing how relationships and communication impacts the contracting lifecycle.	
Understanding, identifying and allocating risk effectively.	
Understanding the differences between transactions and relationships and the impact on the terms required.	
Knowing what to expect of contracting professionals and how to identify when you would benefit from additional expertise.	

“At key phases of the contracting lifecycle, different groups or functions may take the lead. This is a major factor in driving complexity and potential inefficiency into the contracting process, resulting in additional costs, delays and potentially fragmented decisions.”

IACCM Benchmark Report 2019

Who would benefit from this Program?

This Program is primarily directed to those who are not in the contracting function but need to develop an understanding of the overall contracting process to help drive successful trading relationships for their organization. Examples include employees in product management, delivery, order processing, finance, relationship management, sales, and other related departments within an organization. This Program can also be a primer to those new to contract and commercial management (CCM) and intend to pursue a career or supporting role in the profession.

How is the Program delivered?

The Program is online and self-paced, comprising of a combination of short videos, knowledge checks, case studies, and online discussions. The interactive components and social learning elements allow individuals to meaningfully participate and personalize the Program to their role, level, department and industry.



What is the time commitment for the Program?

The Program is intended to take between 2–3 hours to complete.

What do participants earn?

Participants earn a Certificate of Completion and 4 points toward IACCM Continuing Professional Development.

Pricing

The cost for the Program is US\$ 395 per person. Volume pricing is available for IACCM members.



What to do next

For more information and to register, go to: www.iaccm.com/training/commercial-awareness or contact: training@iaccm.com