


*One Discipline, Infinite Impact:
Redefining Commercial and Contracting Beyond Functional Silos*









DAY 1, MONDAY OCTOBER 5, 2026

MST	
7:30-8:30	Registration and Breakfast for All
8:00-8:30	First Timers Breakfast
8:30-8:40	Opening Remarks <i>Dan Woltman, Head of Americas Region, World Commerce & Contracting</i>
8:40-9:00	Grand Opening What if the greatest limit to contract success isn't the complexity of the deal - but the walls between our teams? WorldCC's recent Annual Report revealed that organizations prioritizing integration across business units consistently achieve faster contracting cycles, higher stakeholder satisfaction, and greater value realization. Let's begin our journey toward contract and commercial excellence by working together, not apart. <i>Sally Guyer, CEO, World Commerce & Contracting</i> <i>Tim Cummins, President, World Commerce & Contracting</i>
9:00-9:40	Keynote Panel Barriers Down, Stakes Up: Innovating Beyond Silos Join this powerhouse panel of senior executives who have lived the realities of working in silos, dismantling them, and building something stronger. Hear real stories about where organizations most often stumble: communication gaps, turf battles, fragmented processes, and discover actionable ideas that have sparked real transformation. This discussion spotlights both the risks of standing still and the big rewards of elevating the profession as one unified discipline. Hear about why now is the moment for everyone in commercial and contracting to up their game.
9:40-9:50	Impact Story #1: Advocates for Change Hear inspiring business case presentations from three change leaders—driving transformation and tangible results in their organizations.
9:50-10:30	Keynote Presentation Influence: The Key to Driving Strategic Outcomes Discover why influence is the true engine behind successful strategy and long-term impact. This keynote reveals how commercial and contracting professionals can harness influence to shape decisions, build coalitions, and unlock value

	across the organization. Learn proven tactics, real-world examples, and insights on how the power of influence drives results beyond authority- empowering every professional to be a catalyst for strategic success.			
10:30-11:00	Morning Coffee Break			
	Track 1 OPERATIONAL EXCELLENCE	Track 2 DIGITAL INNOVATION	Track 3 STRATEGIC LEADERSHIP	Track 4
	 How To... Interactive sessions designed to draw on peer experience and generate takeaways you can put into practice straight away.			
11:00-11:50	How to Write Winning SOWs- and Turn Scope Creep Into Scope Control Transform vague statements of work into crystal-clear scopes, aligned deliverables, and stakeholder-ready templates. Key takeaways: <ul style="list-style-type: none"> Sharpen your scoping and pricing skills to kill scope creep before it starts Align KPIs and deliverables for SOWs that actually deliver success Fast-track stakeholder buy-in with practical, plug-and-play templates 	AI Ready or Not: Surviving Data, Culture and Everything in Between Learn how to stop feeding your AI garbage, make humans less allergic to it, run a no-nonsense AI readiness check at home, and not mess it up next week. Key takeaways: <ul style="list-style-type: none"> Understand the basics of AI readiness: data, people, and governance. Spot where your data and workflows are not yet AI-ready. Recognize culture blockers that slow AI adoption. 	Value Erosion & Value Leakage: Understand the Difference and Stop it from Happening Learn how to distinguish these silent profit killers and prevent both. Discover practical ways to uncover hidden risks, plug financial leakages, and capture missed opportunities before they impact your bottom line. Key Takeaways: <ul style="list-style-type: none"> Distinguish value erosion vs. value leakage Identify and mitigate hidden risks Detect financial leakages in contracts 	Situation Room <i>By Invite Only</i>


		<ul style="list-style-type: none"> Use a simple checklist to assess AI readiness in your own team. Leave with 2–3 practical, low-risk next steps you can start this month. 	<ul style="list-style-type: none"> Capture missed value opportunities 	
11:50-11:55	Switchover			
	Track 1 OPERATIONAL EXCELLENCE	Track 2 DIGITAL INNOVATION	Track 3 STRATEGIC LEADERSHIP	Track 4
	Presentation	Case Study	Presentation	
11:55-12:45	Up Your Game: Internal Buy-In with Market Insights & Key Strategies Discover practical ways to build buy-in for new approaches, tools, or change initiatives by leveraging current market data and winning influence across your organization.	From Reactive to Proactive: Transforming Risk with AI Explore how organizations use AI for early risk identification and compliance management—turning slow, manual reviews into fast, predictive insights. Learn best practices for embedding AI intelligence across contract lifecycles.	Negotiation with EQ: The Human Edge Discover how emotional intelligence transforms negotiation- from building trust and navigating conflict, to reading the room and making confident decisions under pressure. This session focuses on real strategies and stories where empathy, self-awareness, and strong relationships have delivered better outcomes than tactics alone.	Situation Room <i>By Invite Only</i>
12:45-13:45	Lunch			
	Track 1 OPERATIONAL EXCELLENCE	Track 2 DIGITAL INNOVATION	Track 3 STRATEGIC LEADERSHIP	Track 4 COLLABORATION & TRANSFORMATION
	Presentation	Case Study	Presentation	Presentation

13:45-14:30	<p>Risk Rodeo: Taming Uncertainty in the Wild Commercial Frontier Go beyond the basics to master cutting-edge risk assessment and mitigation techniques in an evolving commercial landscape. Explore real-world failures, innovations, and frameworks that enable faster, smarter risk decisions.</p> <p>Key takeaways:</p> <ul style="list-style-type: none"> • Apply advanced tools to identify and prioritize emerging risks. • Integrate risk management seamlessly into contract and supplier processes. • Leverage lessons learned to prepare for the unexpected. 	<p>Case Study or Problem Solving Lab</p>	<p>Tariffs, Volatile Trade and Contract Triage: How to Stay Profitable When the Rules Keep Changing When tariffs shift overnight and trade announcements land faster than your monthly forecasts, even well-structured deals can suddenly look fragile. This session explores how organizations in the Americas are reengineering pricing, indexation and risk-sharing models to stay competitive in an environment of tariff volatility and evolving trade measures.</p>	<p>Outcome-Based Agreements Outcome-Based Contracting often fails due to relational gaps. This session introduces tools to build trust, clarify purpose, and manage change effectively.</p>
14:30-14:35	Switchover			
	<p>Track 1</p> <p>OPERATIONAL EXCELLENCE</p>	<p>Track 2</p> <p>DIGITAL INNOVATION</p>	<p>Track 3</p> <p>STRATEGIC LEADERSHIP</p>	<p>Track 4</p> <p>COLLABORATION & TRANSFORMATION</p>
	 <p>The Contract Clinic: Bring your toughest contracting headaches, our doctors are here to diagnose issues and prescribe real world solutions live.</p>			

14:35-15:15	 <p>Dr. Dispute</p> <p>Prescribe early intervention and resolution strategies for contract disputes.</p>	 <p>Dr. AI</p> <p>Diagnose digital dilemmas and prescribe actionable solutions for integrating AI into contracts, compliance, and workflows.</p>	 <p>Dr. Negotiation</p> <p>Diagnose negotiation breakdowns and prescribe practical tactics to turn impasse into agreement.</p>	 <p>Dr. Value</p> <p>Discover hidden value leaks and prescribe contract improvements for measurable impact.</p>
15:15-15:45	Afternoon Coffee Break			
	Track 1			
15:45-16:35		<p>Balloon Debate: Who Deserves to Guide Contracting?</p> <p>In this fast-paced, high-stakes session, Legal and Commercial teams will battle for survival—only one approach can steer the future of contract ownership, and the other must be thrown overboard! Each team will champion a core contracting principle, practice, or skill, arguing why theirs is most critical for success and innovation ahead.</p> <p>Will the audience choose rigorous legal oversight? Commercial agility? Ethical compliance? AI-driven contract management? Watch industry experts make their case, then vote on who remains in the balloon and who gets the boot. Who will rise, and who will fall? Join us to find out!</p>		
16:35-16:45	<p>Impact Story #2: Advocates for Change</p> <p>Hear inspiring business case presentations from three change leaders—driving transformation and tangible results in their organizations.</p>			
16:45-17:10	<p>Closing Keynote Day 1</p> <p>Resilience and Burnout Prevention: Leading with Clarity Through Change</p> <p>Leaders face relentless pressure: tech change, AI disruption, rising stakes, and doing more with less. The result? Burnout is rampant, especially among high-performers.</p> <p>This keynote reveals what real resilience looks like, and why "grit and push through" fails. Drawing on psychology and real-world work with scale-up and enterprise leaders, Volker explores burnout's roots, hidden costs, and practical frameworks for sustainable leadership.</p> <p>You'll discover:</p> <ul style="list-style-type: none"> • Why "toughing it out" harms you and your team • The psychology behind burnout and early warning signs 			

	<ul style="list-style-type: none"> • How self-awareness powers better leadership • Practical stress-management techniques that keep clarity • How to build psychological safety and resilience in your team <p>This is honest, grounded advice on leading well when everything feels urgent.</p>
18:30-20:30	Drinks & Dinner

DAY 2, TUESDAY OCTOBER 6th

MST				
7:45-8:30	Breakfast for All			
7:45-8:30	Council/Fellow/GAB Breakfast			
	Track 1	Track 2	Track 3	Track 4
	OPERATIONAL EXCELLENCE	DIGITAL INNOVATION	STRATEGIC LEADERSHIP	COLLABORATION & TRANSFORMATION
	 How To...			
8:30-9:20	<p>How to Apply CMS4 in the Real World</p> <p>See CMS4 come to life in this practical, case-based session that goes beyond theory to show how the standard drives better outcomes across the contract lifecycle.</p>	<p>How to Make AI Work For You- Prompting Techniques That Get Results</p> <p>Unlock the secrets to crafting powerful prompts for AI in contracting and commercial work. Move from trial-and-error to</p>	<p>The Science of Success: Mastering Modern Performance Measurement</p> <p>Back by popular demand and packed with fresh insights, this session goes beyond theory- showing how organizations are</p>	<p>Designing Friction-Free Contracts</p> <p>See how smart contract design, visuals, and light automation can cut negotiation time and make obligations impossible to miss.</p> <p>Key takeaways:</p>

	<p>In this session, you will:</p> <ul style="list-style-type: none"> Walk through real scenarios that map directly to CMS4, from pre-award planning to post-award performance. See live examples of tools, templates, and behaviors that turn the standard into daily practice in your organization. Learn simple steps you can take in the next 90 days to use CMS4 for capability mapping, role clarity, and continuous improvement. 	<p>clarity, confidence, and real impact.</p> <p>Key Takeaways:</p> <ul style="list-style-type: none"> Proven techniques for writing prompts that drive clear, actionable answers Easy ways to avoid common AI missteps and prompt fails Hands-on practice with real-world examples for robust, reliable results 	<p>evolving their approach to performance measurement. Dive deep into the practical differences, smart combinations, and common missteps, while hearing real stories of how teams use KPIs and OKRs to drive results, adapt to change, and achieve commercial goals in today's environment.</p>	<ul style="list-style-type: none"> Discover contract layout and visual patterns that speed up review and negotiation. Explore how to pair design with automation (playbooks, clause libraries, simple workflows). Gain ready-to-use patterns and tools to start redesigning one of your own contracts next week.
9:20-9:25	Switchover			
9:25-9:35	<p>Impact Story #3: Advocates for Change Hear inspiring business case presentations from three change leaders- driving transformation and tangible results in their organizations.</p>			
9:35-10:35	<p>Speed Tech Demo Smarter, Faster, Leaner: Tools Changing the Way We Contract Discover the latest and most innovative contract technologies in this fast-paced, interactive session. In just 5 minutes, each vendor will showcase their cutting-edge solutions, designed to optimize your contracting processes. Our expert Business Gurus will follow up with tough, insightful questions to help you understand what really matters when choosing the right tech for your organization.</p>			
10:35-11:20	Morning Coffee Break & Ask Tim Demo			
	<p>Track 1</p> <p>OPERATIONAL EXCELLENCE</p>	<p>Track 2</p> <p>DIGITAL INNOVATION</p>	<p>Track 3</p> <p>STRATEGIC LEADERSHIP</p>	<p>Track 4</p> <p>COLLABORATION & TRANSFORMATION</p>

	Workshop	Case Study	Panel	Presentation
11:20-12:00	<p>The Future of Contract Management: How Standards Drive Innovation and Value CCM is undergoing a global transformation with the adoption of robust, consensus-based standards that elevate consistency, transparency, and commercial performance. The Contract Management Standard™ (CMS™), the world's first unified global standard for the CCM, is reshaping how organizations buy, sell, negotiate, and manage risk across sectors and geographies. Grounded in real-world insight from thousands of professionals worldwide, CMS™ provides a common language and structured lifecycle that strengthens relationships and enables high-performing commercial practices that unlock innovation and strategic value creation.</p> <p><i>Kraig Conrad, CEO, National Contract Management Association</i></p>	<p>Maximize What You Have: Getting More from Today's Tools Discover practical ways to boost contract management using Microsoft 365, Google Workspace, and free AI tools like ChatGPT. Learn smart hacks to automate workflows, use built-in features for drafting and risk analysis, and streamline collaboration. Leave with checklists and quick tips to make your existing tech deliver bigger results, without extra cost.</p>	<p>How to Fix the Talent Recruitment and Retention Problem Get proven strategies and fresh ideas for finding, developing, and keeping top talent in contract and commercial teams.</p>	<p>Rethinking Adaptable Commercial Teams Picture this: AI hogs the headlines but trips over its own feet, while procurement pros, sales stars, legal aces, and CPOs sneak past outdated org charts to deliver real adaptability for internal stakeholders and end customers- better than any bot.</p>

	Sally Guyer, CEO, World Commerce & Contracting			
12:00-12:05	Switchover			
	Track 1	Track 2	Track 3	Track 4
	OPERATIONAL EXCELLENCE	DIGITAL INNOVATION	STRATEGIC LEADERSHIP	COLLABORATION & TRANSFORMATION
	Presentation	Case Study	Panel Discussion	Workshop
12:05-12:50	<p>Supply Chain Rollercoaster: Nearshoring, Friendshoring and the Contract Chaos They Leave Behind</p> <p>One month you're sourcing from Shenzhen, the next it's Monterrey, and your contract landscape looks like a patchwork of "temporary fixes". This session dives into how organizations serving the Americas are using contract design, data and governance to stabilize supply chains in the middle of nearshoring and friendshoring madness.</p>	<p>Dodging Contract Catastrophes</p> <p>Manual audits miss regulatory risks and supplier failures, sparking costly disputes. AI predictive analytics scans portfolios for early warnings, enabling faster reviews and proactive fixes.</p>	<p>Reshaping the Frontier: Reinventing Commercial and Contract Management Across the Americas</p> <p>Fast-moving markets in North and Latin America are using disruption as a springboard, redesigning commercial and contract management with digital-first, AI-enabled, data-driven approaches that fit their realities, not legacy playbooks. This panel brings together leaders from across the hemisphere who are in the thick of that shift, sharing firsthand lessons on what this reinvention means for risk, governance and value capture, and what it signals for the next wave of contracting across the Americas and beyond.</p>	<p>Houston, We Have a Contract Problem: Why Great Leaders Run Toward the Fire</p> <p>Every day, contract professionals face complex challenges- disputes, delays, fractured relationships. This keynote explores the mindset shift from avoiding problems to running toward them, reframing problem solving as a hallmark of great commercial leadership. In a community driving trust and value in trading relationships, problem-solving isn't just a skill—it's survival. Attendees will learn to see every issue as an innovation opportunity that defines their organizational impact and unlocks infinite potential beyond functional silos.</p>
12:50-13:50	Lunch for All			

	Track 1	Track 2	Track 3	Track 4
	 Cross-Industry Clinics: Where Ideas Converge and Solutions Emerge Break silos and spark innovation in this interactive session. Related industries are grouped to tackle 2–3 shared challenges. In two fast-paced rounds, participants will diagnose common issues, and prescribe collaborative strategies.			
13:50-14:30	Aerospace & Defence & IT & Consulting	Telecom & Banking & Finance	Public Sector & Construction & Engineering	All Other Sectors: Pharma & Health, Energy & Utilities, Manufacturing, Legal, etc.
14:30-14:35	Switchover			
	Track 1	Track 2	Track 3	Track 4
	OPERATIONAL EXCELLENCE	DIGITAL INNOVATION	STRATEGIC LEADERSHIP	COLLABORATION & TRANSFORMATION
	Panel Discussion	Problem Solving Lab	In Conversation	Presentation
14:35-15:15	SRM - the Strategic Future for Procurement: Learnings from the Experts Join us for a conversation on the future of procurement, featuring best practices and real-world learnings from our recently certified SRM (Supplier Relationship Management) experts. Hear from professionals who are driving strategic value through SRM and discover how leading organizations are redefining supplier partnerships to deliver sustained results.	Agentic AI Avengers: Renewals on Autopilot CCM teams battle renewal chaos from missed deadlines and vague terms, leaking millions in revenue. Agentic AI autonomously analyzes data and negotiates optimal renewals, slashing leakage and cycle times significantly.	Managing Commercial Friction and Conflict in Complex Environments. Bridging Theory, Data and Front-Line Practice Explore why relationships fail in complex programs and what organizations must unlearn. This interactive dialogue blends WorldCC research, defence insights, and live audience input to uncover root causes and share practical strategies for reducing friction.	FAR in Flux: Turning Public-Sector Rule Changes into Better Deals As the Federal Acquisition Regulation undergoes its most significant modernization in decades, commercial teams are stuck between “wait and see” and “move now.” This session translates the overhaul into practical contracting moves across pre-award, negotiation, and post-award governance so you can protect margins and stay compliant without grinding deals to a halt.

15:15-15:45	Afternoon Coffee Break
15:45-15:55	Impact Story #4: Advocates for Change Hear inspiring business case presentations from three change leaders- driving transformation and tangible results in their organizations.
15:55-16:20	Closing Keynote Building Resilient Teams in Times of Uncertainty
15:55-16:40	Closing Remarks Wrap up Americas Summit 2026 and Look Ahead to 2027! <i>Sally Guyer, CEO, World Commerce & Contracting</i> <i>Tim Cummins, President, World Commerce & Contracting</i>