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**Course Name**

# **Certified Commercial Contracts Manager (CCCM)**

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**Sector Name**

Project & Contract Management

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## Certified Commercial Contracts Manager (CCCM)

### Course Introduction

The CCCM certification ensures that professionals managing commercial contracts understand the legal framework governing sales and transactions.

This **5-day** training program breaks down each major module relevant to commercial contract practice, integrating practical examples and exam-oriented analysis.

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## Certified Commercial Contracts Manager (CCCM)

### Target Audience

- ✓ Contract Managers and Administrators
- ✓ Procurement and Supply Chain Professionals
- ✓ Legal and Compliance Officers
- ✓ Project Managers

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## Certified Commercial Contracts Manager (CCCM)

### Learning Objectives

- ✓ Understand and apply core concepts of commercial contracting scenarios
- ✓ Interpret and manage contracts involving goods, leases, credit instruments, and securities
- ✓ Navigate secured transactions, title documents, and letters of credit
- ✓ Gain confidence in managing risk, enforcing rights, and negotiating commercial terms
- ✓ Be fully prepared to pass the CCCM certification exam

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## Certified Commercial Contracts Manager (CCCM)

### Course Outline

#### ✓ DAY 01

##### **UCC Overview & General Provisions**

- ✓ Introduction to the UCC and scope of CCCM
- ✓ Definitions and key terms (e.g., “goods,” “merchant”)
- ✓ Principles of good faith, course of dealing, and usage of trade
- ✓ Contract formation and enforcement under UCC Article 1
- ✓ Choice of law and jurisdiction clauses

##### **Sales of Goods:**

- ✓ Contract formation under sales of Goods.
- ✓ Offer and acceptance: firm offers and merchant's exception.
- ✓ Statute of Frauds and required writing.
- ✓ Express and implied warranties.
- ✓ Breach of contract and remedies (buyer's and seller's rights).

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### Course Outline

#### ✓ Day 02

##### **Leases of Goods:**

- ✓ Nature of leases vs. sales
- ✓ Formation of lease contracts
- ✓ Finance leases and special rules
- ✓ Lessee's rights and remedies
- ✓ Lessor's remedies and obligations

##### **Negotiable Instruments:**

- ✓ What makes an instrument negotiable
- ✓ Endorsements and transfer
- ✓ The holder in due course doctrine
- ✓ Liability of parties (makers, drawers, endorsers)
- ✓ Defenses to the enforcement of instruments

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### Course Outline

#### ✓ Day 03

##### **Bank Deposits and Collections**

- ✓ Bank-customer relationship
- ✓ Duties of banks and depositors
- ✓ Check processing and wrongful dishonor
- ✓ Expedited funds availability
- ✓ Stop payment orders and forgery issues

##### **Funds Transfers & Letters of Credit:**

- ✓ Electronic funds transfers (wires vs. ACH)
- ✓ Rights and obligations of originators, banks, and beneficiaries
- ✓ Basics of commercial letters of credit
- ✓ Obligations of issuers and beneficiaries
- ✓ Confirmed vs. unconfirmed letters

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## Certified Commercial Contracts Manager (CCCM)

### Course Outline

#### ✓ Day 04

##### **Bulk Sales:**

- ✓ Sale of business assets outside the ordinary course of business
- ✓ Notice requirements to creditors
- ✓ Fraudulent transfer prevention
- ✓ Filing and documentation standards

##### **Documents of Title:**

- ✓ Warehouse receipts, bills of lading, and delivery orders
- ✓ Rights and duties of parties
- ✓ Negotiability and transfer of title documents
- ✓ Lost or stolen documents and risk management

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### Course Outline

#### ✓ Day 05

##### **Investment Securities & Secured Transactions**

- ✓ Types of securities: certificated vs. uncertificated
- ✓ Transfer and registration of securities
- ✓ Security interests and attachment
- ✓ Perfection methods: filing, possession, control
- ✓ Priorities among creditors and enforcement of interests

##### **CCCM Exam Review & Practice Test**

- ✓ Summary of all UCC articles and their interrelationships
- ✓ Sample CCCM exam questions with rationales
- ✓ Test-taking strategies and time management
- ✓ Final Q&A and personal study plan

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## Certified Commercial Contracts Manager (CCCM)

### Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Jan. 31, 2027	Feb. 4, 2027	5 days	4250.00 \$	KSA , Riyadh
June 8, 2026	June 12, 2026	5 days	4950.00 \$	Spain , Madrid
Nov. 23, 2026	Nov. 27, 2026	5 days	4250.00 \$	UAE , Dubai
Sept. 21, 2026	Sept. 25, 2026	5 days	4250.00 \$	UAE , Dubai
Nov. 9, 2026	Nov. 13, 2026	5 days	4250.00 \$	UAE , Abu Dhabi

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