

Getting full value from your contracts?

Contract and Commercial Management
Courses and Certification.



Nordic School of Contract and Commercial Management

New studies show that up to
50% of contracts do not
reach targets. ▶

The leading Contract and Commercial Management training centre in the Nordic countries

The purpose of NSCCM, the **Nordic School of Contract and Commercial Management**, is to raise awareness of contract and commercial management in public and private organizations.

Contract and commercial management is becoming more and more important in organizational efficiency, profitability, competitiveness and in business strategy achievement.

We provide courses and certification in Contract and Commercial Management (CCM), teaching the internationally recognized best practices of today.

Internationally recognized certification

We are a Nordic school, and a recognized and certified official training partner of the IACCM (International Association for Contract and Commercial Management).

An NSCCM course provides you with certified training at an international level, that has been developed by a panel of the world's leading specialists and shaped through the practical experience of more than 10,000 companies in Contract and Commercial Management.

NSCCM has trained employees from private and public organizations and companies in sectors such as IT, pharmaceuticals, energy, utilities, consultancy, architectural services, law firms, audit companies, railway and metro, road, construction, banking, finance and insurance. We are also a training partner for a number of state organizations such as the Police, the Military, municipalities and regional authorities.

We provide training and courses at different levels, all courses providing you with the tools you need to apply and translate your new knowledge into practice from day one.



READY FOR COMPLEX CHALLENGES

CCM Practitioner

We are proud to announce that our CCM Practitioner course is now available in English.



This course provides you with the knowledge and tools you need to effectively manage a range of contract and commercial relationships.

It is designed for those who intensively participate in or are responsible for contracts and contract processes, such as contract managers, bid managers, lawyers, vendors and project managers.

The course is taught over 1 month, includes 4 days of classroom teaching, and will provide you with insight into CCM processes, activities and best practice - from sourcing options to contract close out and lessons learned. This knowledge will enable you to immediately improve your organization's commercial and legal contract management.

THE LIFECYCLE OF THE CONTRACT

Contract and commercial management is a multidisciplinary subject area and is based on a commercial and legal perspective.

A contract manager is responsible for creating an overview of processes and activities. He or she also has a responsibility to collect and share knowledge with their organization.

CCM Practitioner is based on the IACCM's process model of the life cycle of the contract. This model has 5 main phases, each containing activities that optimize the performance of the contract:

- **Initiate**
- **Bid**
- **Development**
- **Negotiation**
- **Management**

These activity phases ensure higher commercial yield and reduce the risks that can prevent business objective/aim achievement.

COURSES IN DANISH

If you are fluent in Danish, then we provide a number of IACCM certified courses that you might find interesting.

CCM Fundamentals, CCM Practitioner (in Danish) and CCM Advanced Practitioner.

We also provide courses that have been developed by the school in cooperation with experts in Contract and Commercial Management.



Our CCM Advanced Practitioner course allows you to use the IACCM certified title of CCM Advanced Practitioner



CCM Advanced Practitioner unlocks the possibility of becoming an IACCM- certified CCM Expert

IACCM Certification and membership gives you:

- The title of CCM Practitioner and logo
- An international network of 60,000 CCM practitioners
- Access to the IACCM knowledge and educational centre and research, online lectures, articles, blogs and much more
- The opportunity to maintain your certification through IACCM's free online courses
- Participation in Nordic network meetings, usually 4 times a year

Official training partner

Our educators are certified Contract and Commercial Management Experts.

NSSCM is one of the few official training partners in the world accredited by the IACCM.



Meet Our Educators



René Franz Henschel

PROFESSOR AT DEPARTMENT OF LAW, AARHUS UNIVERSITY. IACCM CERTIFIED AT EXPERT LEVEL

René is an experienced educator and a researcher in contract law and contract management. He has published a number of articles and books on CCM and has a great deal of practical experience through his work as a consultant with law firms, regional authorities, municipalities and IT suppliers.

René is a member of the IACCM Advisory Board and is co-author of many of the textbooks that we use in our courses.

Rasmus Tønnies

CAND.JUR., HEAD OF CCM, RAMBØLL MANAGEMENT CONSULTING. IACCM CERTIFIED AT ADVANCED PRACTITIONER LEVEL

Rasmus has 12 years of experience in Contract Management and the development of complex contracts. He is today Head of Ramboll's Contract and Commercial Management business area.

He has assisted both private and public organizations in implementing Contract Management, including the acquisition and implementation of Contract Management software and organizational setup. Rasmus also has extensive experience in carrying out complex IT acquisitions, construction contracts and M&A transactions, drawing on his past experience as a lawyer in Denmark's largest law firm Bech Bruun.



Christian Sandbeck

CAND.MERC.JUR. AND IACCM CERTIFIED AT EXPERT LEVEL

Christian is one the best in his field in Denmark and has more that 15 years of experience in CCM, including from the biggest public IT projects to complex global outsourcing contracts.

Christian has managed a number of management roles within the field of CCM. He is today Head of Business Operations at SimCorp.



Meet us Online

We are always happy to share our knowledge, experience, and new insights. We publish our thoughts, articles and latest CCM analysis on LinkedIn and our website blog.



Feel free to follow us and receive updates on the latest topics and trends within Contract and Commercial Management, procurement, law, and negotiations.

You can find us on our website **NSCCM.dk** and on **LinkedIn.com/company/NSCCM**.

Please contact our educational coordinator Britt Torp if you have any questions. She will be very happy to answer them.

She can also prepare a group offer to groups of colleagues interested in a course.

Call her on +45 7020 0131

or email her at **britt.torp@nscdm.dk**



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