



Project & Contract Management

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

## Course Introduction

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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.

## Target Audience

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

## Learning Objectives

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- 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

# Course Outline

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## • 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, 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).

## • 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
- Holder in due course doctrine
- Liability of parties (makers, drawers, endorsers)
- Defenses to enforcement of instruments

## **• 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

## **• 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

### **• 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

## Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Sept. 15, 2025	Sept. 19, 2025	5 days	4250.00 \$	UAE - Dubai
Nov. 3, 2025	Nov. 7, 2025	5 days	4250.00 \$	UAE - Abu Dhabi