



Stage 6: Specialist Leadership

Set the standard for your organisation. This stage equips experienced practitioners to lead on playbooks, team capability, CLM systems, and executive-level contracting strategy, including M&A readiness.

MODULE 1: BUILDING A CONTRACT PLAYBOOK

What you'll learn

How to design a living playbook with clause banks, fallbacks, drafting notes, and escalation rules — tied to approvals and your CLM.

Key topics

- Clause banks (green/yellow/red), fallbacks, rationale
- Drafting notes and escalation thresholds
- Localisation via riders; versioning & change-log
- Metrics: deviation rate, cycle time, exception volume

Outcomes

Standardise negotiations, reduce cycle time, and improve consistency across teams.

MODULE 2: MENTORING & INTERNAL TRAINING FOR CONTRACT TEAMS

What you'll learn

How to build capability systematically: competency frameworks, simulations, coaching rubrics, and post-mortems that stick.

Key topics

- Role-based competencies and training paths
- Negotiation simulations and feedback rubrics
- Knowledge capture: deal briefs, decision logs, trade ledgers
- Calibration clinics tied to playbook updates

Outcomes

Lift team performance with measurable training that aligns to business goals.

MODULE 3: CONTRACT LIFECYCLE MANAGEMENT (CLM) SYSTEMS

What you'll learn

How to select and configure CLM to support templates, workflows, clause libraries, integrations, and AI features, with real adoption.

Key topics

- Requirements & data model; clause metadata; obligation fields
- Self-service workflows; approvals; e-sign; repository/search





Stage 6: Specialist Leadership

- Integrations (CRM/e-sign/ERP) and migration plan
- Adoption & change management; dashboarding

Outcomes

Gain visibility and speed with a CLM that people actually use.

MODULE 4: STRATEGIC ADVISORY SKILLS

What you'll learn

How to align contracting with revenue strategy and risk appetite, and prepare for M&A with clean data and clear positions.

Key topics

- Standard positions vs. trade strategies; KPI linkage
- Risk appetite, governance, and executive reporting
- M&A contract readiness and red-flag heat maps
- Post-close harmonisation and integration planning

Outcomes

Advise leadership credibly; de-risk deals and accelerate outcomes.

MODULE 5: AI GOVERNANCE & PRIVACY-BY-DESIGN IN CONTRACT LEADERSHIP

What you'll learn

How to lead enterprise contracting with AI governance as a strategic lever—aligning policy, CLM, and change management to drive compliant innovation and value.

Key topics

- Operating model: roles/RACI, approval gates across legal, procurement, security, data
- Governance artefacts: AI use policy, risk registers, DPIA/DRA linkage, playbooks
- CLM integration: clause libraries, guardrails, metadata, and reporting for AI usage
- Metrics & oversight: cycle time, exception rate, risk burndown, audit readiness, training

Outcomes

Lead programs that scale responsibly, balancing speed, control, and measurable business outcomes.

