

On July 14 - 16, 2025, I will be attending the NCMA World Congress, earning learning hours and expanding my knowledge.

MONDAY, JULY 14, 2025

Introduction to the Contract Life Cycle

Description

Introduction to the contract life cycle. Try your hand at specific job tasks required in each stage of the life cycle, and explore relationships and interactions between buyers and sellers along the way!



Mastering Software Contract Negotiations in a Changing Landscape

Credits: 1

CMBOK: B.1; 1.5; 3.2

Mastering software contract negotiations is essential in today's fast-paced, technology-driven business environment, especially as evolving regulations and market forces shape contract terms. Join this session for key insights into

software agreements, effective negotiation strategies, and common pitfalls to avoid. Explore practical skills for addressing critical elements such as licensing, intellectual property rights, service level agreements, and recent regulatory updates to drive stronger negotiation outcomes and mitigate risks.

Negotiation Planning: How GenAI Can Help

Description

Credits: 1

CMBOK: 1.7; B.2; 3.2; 4.4 Join this immersive deep dive to explore how generative AI tools can transform negotiation preparation through enhanced research capabilities and dynamic scenario planning. Learn how to leverage AI to anticipate counterparty positions, develop responsive strategies, analyze financial statements of public companies to gain competitive intelligence and strengthen negotiation positions, and prepare more effectively for complex negotiations. This hands-on session balances theoretical frameworks with practical application, allowing you to experiment with leading AI platforms to build actionable negotiation scenarios you can immediately implement in your organization!

Where We Stand: The Current State of Federal Contracting

Description

Credits: 1

CMBOK: 1.4; 1.5

The world of Government contracting is constantly evolving and this year has seen many changes. Join this engaging session for a review of the current state of Federal contracting. Learn what every contracting professional needs to know about regulatory developments, shifting priorities, organizational transformations, and dynamic acquisition processes!

15.5 hrs / 40hrs needed to take the NCCA exam.