

**CHARTERED**   
INSTITUTE OF PROFESSIONAL CERTIFICATIONS

# DRAFTING AND NEGOTIATING SUSTAINABLE PROCUREMENT CONTRACTS

**PROCUREMENT**

**Fully Accredited  
By:**

Chartered Institute of  
Professional Certifications

CPD  
Certification Service

# PROGRAM OVERVIEW

According to a recent study by McKinsey, organizations that implement effective sustainable procurement practices achieve 15% higher profitability and 30% better risk management outcomes compared to industry peers. However, the complexity of drafting and negotiating these specialized contracts remains a significant challenge, with **76% of procurement professionals reporting they lack confidence in their ability to effectively integrate sustainability requirements into binding agreements.**

This certified program is designed to provide you with comprehensive knowledge and essential skills for successfully drafting and negotiating sustainable procurement contracts. Throughout the program, you will explore core topics such as **sustainability clause development, performance metrics standardization, regulatory compliance across jurisdictions, and effective stakeholder alignment strategies.** This program ensures you gain not only theoretical insights but also practical tools to develop contracts that drive environmental and social impact while maintaining commercial viability.

Through detailed sessions, you will learn how to **identify, draft, and structure key ESG clauses including environmental, social, and governance commitments** while ensuring measurability, enforceability, and alignment with recognized standards. Real-world case studies will illustrate the consequences of **weak ESG contract design and highlight best practices.**

## ACCREDITATIONS



4.8



4.6





# PROGRAM OVERVIEW

Furthermore, you will also develop advanced skills in **negotiating ESG terms with suppliers, overcoming objections, and achieving internal alignment across procurement, legal, compliance, and sustainability teams**. Additionally, you will delve into supply chain due diligence, flow-down obligations, ESG performance monitoring, and safeguards against greenwashing. By the end of the program, you will possess the knowledge, tools, and confidence to **embed sustainability into procurement agreements** that deliver measurable impact while safeguarding your organization from legal, financial, and reputational risks.

Upon successful completion of the program, you will attain the **Certification in Sustainable Procurement Contracts Management**. This certification will validate your ability to design, negotiate, and enforce ESG procurement agreements that deliver measurable sustainability outcomes while mitigating legal and reputational risks. This globally recognized certification will not only enhance your professional credibility, but it will also demonstrate your ability to drive sustainable outcomes.

## ACCREDITATIONS



4.8



4.6



# KEY SKILLS YOU WILL GAIN

## From This Program



**SUSTAINABLE PROCUREMENT STRATEGY  
PROCUREMENT CONTRACT DRAFTING  
CONTRACT NEGOTIATION  
ISO 20400 APPLICATION**

**ESG VS CSR DIFFERENTIATION  
GPP & CS3D & CSRD & SFDR KNOWLEDGE  
ESG RISK ASSESSMENT  
LEGAL LIABILITY MITIGATION**

**CROSS-BORDER CONTRACT ENFORCEMENT  
ESG CLAUSE DRAFTING  
BINDING VS ASPIRATIONAL CLAUSES  
MEASURABLE ESG OBLIGATIONS**

**ESG KPI DEVELOPMENT  
AUDIT & TERMINATION CLAUSES  
ESG STANDARDS INTEGRATION  
CONTRACT FAILURE ANALYSIS  
ESG NEGOTIATION TACTICS**

**SUPPLIER OBJECTION HANDLING  
INTERNAL STAKEHOLDER ALIGNMENT**

# YOUR FACULTY DIRECTOR



## Prof. Dr. Karsten Machholz

Global Expert in Sustainable Procurement, Supply Chain Strategy, and ESG Leadership

Prof. Dr. Karsten Machholz is a leading authority in strategic procurement, sustainable supply chain management, and ESG-driven contract frameworks. Since 2012, he has **served as Professor at the University of Applied Sciences Würzburg-Schweinfurt, teaching procurement, supply chain, and sustainability**. With over 25 years of senior leadership across the chemical, consulting, pharmaceutical, and biotech industries, including executive board roles, he brings unparalleled practical and academic insight.

**A founding member of the Sustainable Procurement Pledge (SPP), Prof. Dr. Machholz drives ESG initiatives in both private and public sectors, including healthcare.** He has collaborated with SAP on global research into digital procurement transformation and advises startups as a board member. As **Chairman and Scientific Advisor for the BOUSSIAS Procurement 2024 Conference**, he shapes international dialogue on procurement innovation.

Through his consultancy, CPO Consulting, he **guides organizations in embedding sustainability into procurement contracts, aligning legal, commercial, and environmental objectives to achieve measurable, compliant outcomes.**



# PROGRAM AGENDA



## MODULE 1 - INTRODUCTION TO SUSTAINABLE PROCUREMENT

- Definition and scope of sustainable procurement
- Key principles of ISO 20400
- ESG vs CSR vs Responsible Sourcing

## MODULE 2 - REGULATORY LANDSCAPE FOR ESG CONTRACTING

- Overview of GPP, CS3D, CSRD, and SFDR
- Sectoral procurement requirements in the EU
- Compliance, enforcement, and penalties

## MODULE 3 - LEGAL RISKS AND LIABILITIES IN ESG PROCUREMENT

- Contractual vs statutory ESG obligations
- CS3D and supply chain liability
- Cross-border legal enforcement

## MODULE 4 - KEY ESG CLAUSES IN CONTRACTS (PART I)

- Environmental, social, and governance clause categories
- Structure and drafting approach
- Binding vs aspirational clauses

## MODULE 5 - KEY ESG CLAUSES IN CONTRACTS (PART II)

- Drafting for measurability and accountability
- Audit, termination, and remediation clauses
- Use of ESG standards in contract language

## MODULE 6 - ESG CLAUSE FAILURES AND LESSONS

- High-profile ESG contract failures
- Analysis of contract design failures
- Evaluate clause weaknesses and consequences

## MODULE 7 - NEGOTIATING ESG TERMS WITH SUPPLIERS

- Internal alignment across departments
- Common supplier objections and counter-strategies
- Negotiation frameworks and ESG levers

## MODULE 8 - ESG CONTRACT SIMULATION

- Scenario briefing and role assignment
- Objectives and negotiation scope
- Review of ESG KPIs and clauses

# PROGRAM AGENDA



## **MODULE 9 - LIVE ESG CONTRACT NEGOTIATION SIMULATION**

- Breakout group negotiation exercise
- Clause drafting and presentation
- Peer feedback and debrief

## **MODULE 10 - SUPPLY CHAIN DUE DILIGENCE & FLOW-DOWN**

- CS3D due diligence and documentation
- Flow-down clauses to subcontractors
- Monitoring and risk-based compliance

## **MODULE 11 - RISK ALLOCATION & INSURANCE FOR ESG CONTRACTS**

- Indemnity clauses and liability limits
- Use of insurance in ESG risk transfer
- Risk matrices and role of procurement

## **MODULE 12 - MONITORING ESG PERFORMANCE & AVOIDING GREENWASHING**

- Designing ESG KPIs and benchmarks
- Monitoring, reporting, and audits
- Greenwashing risks and safeguards

# YOUR CHARTER DESIGNATION



Chartered Institute of Professional Certifications' programs are unique as they provide you with professional charter designations and marks that can be used across your lifetime once you have completed our programs.

Upon successfully completing this program, you will earn the **Certification in Sustainable Procurement Contracts Management**, an industry-recognized credential with lifelong validity. This globally valued certification highlights your expertise in embedding enforceable ESG standards into procurement contracts, navigating complex sustainability regulations, and driving measurable sustainability outcomes. A powerful addition to your resume and professional profile, it underscores your commitment to excellence in sustainable procurement, and strategic supplier engagement. This program is developed by **Chartered Institute of Professional Certifications** and the content of this program has been certified by **CPD Certification Service** as conforming to continuing professional principles.

# ABOUT US

49,525

Business Leaders Have  
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390

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Chartered Leaders Have  
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## Chartered Institute of Professional Certifications

All of Chartered Institute of Professional Certifications programs are fully accredited programs. The professional charters and designations are trademarked credentials that can only be used by professionals who have completed and passed our accredited program. It is also independently accredited by CPD as adhering to the highest standards of continuing professional principles.

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# OUR FACULTY DIRECTORS

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# CONTACT US TODAY

We Thank You for Your Ongoing Support  
of Our Programs

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