



MODULE SPECIFICATION

Part 1: Information			
Module Title	Commercial Management		
Module Code	UBLMVS-30-3	Level	Level 6
For implementation from	2018-19		
UWE Credit Rating	30	ECTS Credit Rating	15
Faculty	Faculty of Environment & Technology	Field	Architecture and the Built Environment
Department	FET Dept of Architecture & Built Environ		
Contributes towards	Quantity Surveying [Sep][FT][Frenchay][2yrs] GradDip 2018-19 Quantity Surveying [Sep][PT][Frenchay][2yrs] MSc 2018-19 Quantity Surveying [Sep][FT][Frenchay][1yr] MSc 2018-19		
Module type:	Standard		
Pre-requisites	None		
Excluded Combinations	None		
Co- requisites	None		
Module Entry requirements	None		

Part 2: Description
<p>Educational Aims: See Learning Outcomes.</p> <p>Outline Syllabus: The following syllabus covers the main areas of the lectures and seminars:</p> <p>Advanced appreciation of construction contract clause Using clauses to manage projects efficiently Arbitration and alternative dispute resolution, mediation, adjudication Partnering and the use of different contracts The use of NEC The use of FIDIC Negotiation principles Construction Act 2009</p>

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Construction payments and valuations
 Time, legal risk and money
 Contractor profit and motivation
 Estimating practice and tender price adjudication
 Planning techniques
 Time and cost decisions
 Cost control and conciliation
 Risk and value management in tender adjudication
 Commercial management of a contractor
 Health and safety costing and management
 Sustainable delivery of projects

Teaching and Learning Methods: Teaching is carried out through lectures and seminars providing guidance through associated workbooks and seminar notes for the full programme of work. Lectures will be more intensive at the beginning of the semester with a back up seminar in smaller groups. Seminars will develop student knowledge and test it formatively and support the learning outcomes and it will also include some practical exercises. More direct formative help will be given related to the summative outcomes. In preparation for the negotiation exercise and in supporting the case study in semester 2. Specialisms are delivered by different staff.

In the first semester there will be an emphasis on contract valuation and payment procedures and this will be developed into dispute resolution and there will be some working together in groups to enable this. Students will access blackboard to form groups and communicate with each other culminating in a negotiation exercise.

Towards the end of the semester students develop their understanding of other legal requirements and test practice in these areas supporting the follow up report and work in small seminar groups

In the 2nd semester the area of commercial and cost management is developed through lectures and smaller interactive seminars and discussions. Support is given in developing an understanding of the role of the contractor's commercial manager and developing efficient practice.

Part 3: Assessment

There are three summative assessments, supported by formative exercises in tutorial sessions in order to coach and induce practice of principles which have been taught and to prepare the student for the summative assessments.

There is a formal examination in the examination period. Blackboard is used to provide support and reinforcement material.

The rationale for the unseen exam is to allow a greater understanding of the topic areas to be measured and enhance the students' learning experience. This will give the students greater control of their final-year module and should allow them to improve their performance.

Feedback from the students and the external examiner indicated the students would benefit from a greater focus on summative direction which the exam will provide.

First Sit Components	Final Assessment	Element weighting	Description
Set Exercise - Component A		19 %	Negotiation exercise
Report - Component B	✓	25 %	Follow Up Report (1000 words)
Examination - Component A		56 %	Unseen exam (Semester 2)

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Resit Components	Final Assessment	Element weighting	Description
Report - Component B	✓	25 %	Follow up report
Examination - Component A		75 %	Unseen Exam (Semester 2)

Part 4: Teaching and Learning Methods		
Learning Outcomes	On successful completion of this module students will be able to:	
	Module Learning Outcomes	
	MO1	Have a working knowledge of contract law principles and understand the roles of the contract parties
	MO2	Apply contract procedures in a range of contract types including JCT forms NEC and FIDIC
	MO3	Manage and evaluate contractual disputes using a variety of dispute resolution methods
	MO4	Formulate estimating and pricing strategies to suit external and internal factors and understand their impact on contractor profitability
	MO5	Evaluate the time cost relationship with reference to critical path programming and construction and design methodology and manage best value
	MO6	Evaluate production risk in formulating construction strategies, information, time, cost, quality and health and safety control and manage contractor best value
MO7	Comply with statutory procedures involved in valuations and payments used in the construction industry	
Contact Hours	Contact Hours	
	Independent Study Hours:	
	Independent study/self-guided study	228
	Total Independent Study Hours:	228
	Scheduled Learning and Teaching Hours:	
	Face-to-face learning	72
	Total Scheduled Learning and Teaching Hours:	72
	Hours to be allocated	300
	Allocated Hours	300

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Reading
List

The reading list for this module can be accessed via the following link:

<https://uwe.rl.talis.com/modules/ublmvs-30-3.html>