



## MODULE SPECIFICATION

Part 1: Information			
Module Title	Commercial Management		
Module Code	UBLMVS-30-3	Level	Level 6
For implementation from	2019-20		
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		
Module type:	Standard		
Pre-requisites	None		
Excluded Combinations	None		
Co- requisites	None		
Module Entry requirements	None		

Part 2: Description
<p><b>Educational Aims:</b> See Learning Outcomes.</p> <p><b>Outline Syllabus:</b> The following syllabus covers the main areas of the lectures and seminars:</p> <ul style="list-style-type: none"> <li>Advanced appreciation of construction contract clause</li> <li>Using clauses to manage projects efficiently</li> <li>Arbitration and alternative dispute resolution, mediation, adjudication</li> <li>Partnering and the use of different contracts</li> <li>The use of NEC</li> <li>The use of FIDIC</li> <li>Negotiation principles</li> <li>Construction Act 2009</li> <li>Construction payments and valuations</li> <li>Time, legal risk and money</li> <li>Contractor profit and motivation</li> <li>Estimating practice and tender price adjudication</li> <li>Planning techniques</li> <li>Time and cost decisions</li> <li>Cost control and conciliation</li> </ul>

## STUDENT AND ACADEMIC SERVICES

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

STUDENT AND ACADEMIC SERVICES

<b>Part 4: Teaching and Learning Methods</b>																	
Learning Outcomes	<p>On successful completion of this module students will achieve the following learning outcomes:</p> <table border="1"> <thead> <tr> <th style="text-align: left;"><b>Module Learning Outcomes</b></th> <th style="text-align: left;"><b>Reference</b></th> </tr> </thead> <tbody> <tr> <td>Have a working knowledge of contract law principles and understand the roles of the contract parties</td> <td>MO1</td> </tr> <tr> <td>Apply contract procedures in a range of contract types including JCT forms NEC and FIDIC</td> <td>MO2</td> </tr> <tr> <td>Manage and evaluate contractual disputes using a variety of dispute resolution methods</td> <td>MO3</td> </tr> <tr> <td>Formulate estimating and pricing strategies to suit external and internal factors and understand their impact on contractor profitability</td> <td>MO4</td> </tr> <tr> <td>Evaluate the time cost relationship with reference to critical path programming and construction and design methodology and manage best value</td> <td>MO5</td> </tr> <tr> <td>Evaluate production risk in formulating construction strategies, information, time, cost, quality and health and safety control and manage contractor best value</td> <td>MO6</td> </tr> <tr> <td>Comply with statutory procedures involved in valuations and payments used in the construction industry</td> <td>MO7</td> </tr> </tbody> </table>	<b>Module Learning Outcomes</b>	<b>Reference</b>	Have a working knowledge of contract law principles and understand the roles of the contract parties	MO1	Apply contract procedures in a range of contract types including JCT forms NEC and FIDIC	MO2	Manage and evaluate contractual disputes using a variety of dispute resolution methods	MO3	Formulate estimating and pricing strategies to suit external and internal factors and understand their impact on contractor profitability	MO4	Evaluate the time cost relationship with reference to critical path programming and construction and design methodology and manage best value	MO5	Evaluate production risk in formulating construction strategies, information, time, cost, quality and health and safety control and manage contractor best value	MO6	Comply with statutory procedures involved in valuations and payments used in the construction industry	MO7
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Reading List	<p>The reading list for this module can be accessed via the following link:</p> <p><a href="https://uwe.rl.talis.com/modules/ublmvs-30-3.html">https://uwe.rl.talis.com/modules/ublmvs-30-3.html</a></p>																

**Part 5: Contributes Towards**

This module contributes towards the following programmes of study:

Quantity Surveying [Sep][FT][Frenchay][2yrs] GradDip 2019-20

Quantity Surveying [Sep][FT][Frenchay][1yr] MSc 2019-20

Quantity Surveying [Sep][PT][Frenchay][2yrs] MSc 2019-20

Quantity Surveying [Sep][PT][Frenchay][3yrs] GradDip 2018-19