



Module Specification

Commercial Management

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Part 1: Information

Module title: Commercial Management

Module code: UBLMVS-30-3

Level: Level 6

For implementation from: 2021-22

UWE credit rating: 30

ECTS credit rating: 15

Faculty: Faculty of Environment & Technology

Department: FET Dept of Architecture & Built Environ

Partner institutions: None

Delivery locations: Frenchay Campus

Field: Architecture and the Built Environment

Module type: Standard

Pre-requisites: None

Excluded combinations: None

Co-requisites: None

Continuing professional development: No

Professional, statutory or regulatory body requirements: None

Part 2: Description

Overview: Not applicable

Features: Not applicable

Educational aims: See Learning Outcomes.

Outline syllabus: The following syllabus covers the main areas of the lectures and seminars:

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
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

Part 3: Teaching and learning methods

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.

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

Hours to be allocated: 300

Contact hours:

Independent study/self-guided study = 228 hours

Face-to-face learning = 72 hours

Total = 300

Reading list: The reading list for this module can be accessed at [readinglists.uwe.ac.uk](https://uwe.rl.talis.com/modules/ublmvs-30-3.html) via the following link <https://uwe.rl.talis.com/modules/ublmvs-30-3.html>

Part 4: Assessment

Assessment strategy: 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.

Assessment components:

Examination (Online) - Component A (First Sit)

Description: Online exam (Semester 2)

Weighting: 56 %

Final assessment: No

Group work: No

Learning outcomes tested: MO2, MO3, MO4, MO5, MO6, MO7

Set Exercise - Component A (First Sit)

Description: Negotiation exercise

Weighting: 19 %

Final assessment: No

Group work: No

Learning outcomes tested: MO2, MO3

Report - Component B (First Sit)

Description: Follow Up Report (1000 words)

Weighting: 25 %

Final assessment: Yes

Group work: No

Learning outcomes tested: MO1, MO2, MO3

Examination (Online) - Component A (Resit)

Description: Online Exam (Semester 2)

Weighting: 75 %

Final assessment: No

Group work: No

Learning outcomes tested:

Report - Component B (Resit)

Description: Follow up report

Weighting: 25 %

Final assessment: Yes

Group work: No

Learning outcomes tested:

Part 5: Contributes towards

This module contributes towards the following programmes of study:

Quantity Surveying [Sep][FT][Frenchay][2yrs] GradDip 2021-22

Quantity Surveying [Sep][PT][Frenchay][2yrs] MSc 2021-22

Quantity Surveying [Sep][FT][Frenchay][1yr] MSc 2021-22

Quantity Surveying [Sep][PT][Frenchay][3yrs] GradDip 2020-21

Quantity Surveying and Commercial Management [Sep][FT][Frenchay][3yrs] BSc
(Hons) 2019-20

Quantity Surveying and Commercial Management {Foundation}
[Sep][FT][Frenchay][4yrs] BSc (Hons) 2018-19

Quantity Surveying and Commercial Management [Sep][SW][Frenchay][4yrs] BSc
(Hons) 2018-19