



## **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:** 2022-23

**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:** Auston Institute of Management Singapore, British Institute of Engineering and Technology Sri Lanka, 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 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 task 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:** On successful completion of this module students will achieve the following 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.

The first semester is assessed by way of a practical exercise . Working in groups, but assessed individually, students will negotiate around a scenario raising issues explored in the module. A follow up task/ report will allow students to consolidate their learning at the end of Semester 1.

The resit strategy differs in that the negotiation exercise will not be run again. Instead, the component A report becomes 50% of the assessment and involves a reflective account of negotiation.

There is a formal examination at the end of Semester 2. The rationale is to facilitate 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.

**Assessment components:**

**Examination (Online) - Component B (First Sit)**

Description: Online exam (24 hours)

(Semester 2)

Weighting: 50 %

Final assessment: Yes

Group work: No

Learning outcomes tested: MO4, MO5, MO6, MO7

**Practical Skills Assessment - Component A (First Sit)**

Description: Negotiation exercise

Weighting: 20 %

Final assessment: No

Group work: No

Learning outcomes tested: MO1, MO2, MO3

**Report - Component A (First Sit)**

Description: Follow Up Task

Weighting: 30 %

Final assessment: No

Group work: No

Learning outcomes tested: MO1, MO2, MO3

**Examination (Online) - Component B (Resit)**

Description: Online Exam (24 hours)

(Semester 2)

Weighting: 50 %

Final assessment: No

Group work: No

Learning outcomes tested: MO4, MO5, MO6, MO7

**Report - Component A (Resit)**

Description: follow up report

Weighting: 50 %

Final assessment: Yes

Group work: No

Learning outcomes tested: MO1, MO2, MO3

## Part 5: Contributes towards

This module contributes towards the following programmes of study:

Quantity Surveying [Sep][FT][Frenchay][1yr] MSc 2022-23

Quantity Surveying [Sep][PT][Frenchay][2yrs] MSc 2022-23

Quantity Surveying [Sep][FT][Frenchay][2yrs] GradDip 2022-23

Quantity Surveying [Frenchay] MSc 2022-23

Quantity Surveying [Frenchay] GradDip 2022-23

Quantity Surveying [Frenchay] MSc 2022-23

Quantity Surveying and Commercial Management

[May][FT][AustonSingapore][18months] BSc (Hons) 2021-22

Quantity Surveying and Commercial Management [May][FT][BIET][16months] BSc (Hons) 2021-22

Quantity Surveying [Sep][PT][Frenchay][3yrs] GradDip 2021-22

Quantity Surveying and Commercial Management

[Feb][FT][AustonSingapore][18months] BSc (Hons) 2021-22

Quantity Surveying and Commercial Management

[Sep][FT][AustonSingapore][18months] BSc (Hons) 2021-22

Quantity Surveying and Commercial Management [Feb][FT][BIET][16months] BSc (Hons) 2021-22

Quantity Surveying and Commercial Management [Sep][FT][Frenchay][3yrs] BSc (Hons) 2020-21

Quantity Surveying and Commercial Management [Sep][SW][Frenchay][4yrs] BSc (Hons) 2019-20

Quantity Surveying and Commercial Management {Foundation}

[Sep][FT][Frenchay][4yrs] BSc (Hons) 2019-20

Quantity Surveying and Commercial Management [Sep][PT][Frenchay][5yrs] BSc  
(Hons) 2018-19

Quantity Surveying and Commercial Management

{Foundation}[Sep][SW][Frenchay][5yrs] BSc (Hons) 2018-19

Quantity Surveying and Commercial Management {Apprenticeship-UWE}

[Sep][FT][Frenchay][5yrs] BSc (Hons) 2018-19