



## **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:** 2023-24

**UWE credit rating:** 30

**ECTS credit rating:** 15

**College:** Faculty of Environment & Technology

**School:** FET Dept of Architecture & Built Environ

**Partner institutions:** None

**Field:** Architecture and the Built Environment

**Module type:** Module

**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:** The Assessment

Practical Skills Assessment - Working in groups, but assessed individually, students will negotiate around a scenario raising issues explored in the module.

Report (1500 words) - following the negotiated scenario assessment, students will undertake a short report that will allow them to consolidate their learning and reflect on the negotiation activity.

Online Examination (24 hours) - There is a formal examination at the end of the module. The rationale is to develop a greater understanding of the topic areas studied and enhance the students' learning experience.

Resit Practical Skills Assessment - a similar brief to that described above, which may include some topic changes.

Resit Report - a similar brief to that described above, which may include some topic changes.

Resit Exam - a similar structure to that described above, which may include some question changes.

Formative Feedback - 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.

**Assessment tasks:**

**Examination (Online) (First Sit)**

Description: Online exam (24 hours)

Weighting: 50 %

Final assessment: Yes

Group work: No

Learning outcomes tested: MO4, MO5, MO6, MO7

**Practical Skills Assessment (First Sit)**

Description: Negotiation exercise

Weighting: 20 %

Final assessment: No

Group work: No

Learning outcomes tested: MO1, MO2, MO3

**Report (First Sit)**

Description: Reflective report (1500 words)

Weighting: 30 %

Final assessment: No

Group work: No

Learning outcomes tested: MO1, MO2, MO3

**Examination (Online) (Resit)**

Description: Online Exam (24 hours)

Weighting: 50 %

Final assessment: No

Group work: No

Learning outcomes tested: MO4, MO5, MO6, MO7

**Practical Skills Assessment (Resit)**

Description: Negotiation Exercise

Weighting: 20 %

Final assessment: No

Group work: No

Learning outcomes tested: MO1, MO2, MO3

### **Report (Resit)**

Description: Reflective report (1500 words)

Weighting: 30 %

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 [Frenchay] MSc 2023-24

Quantity Surveying [Frenchay] MSc 2023-24

Quantity Surveying [Frenchay] GradDip 2023-24

Quantity Surveying and Commercial Management  
[Feb][FT][AustonSingapore][18months] BSc (Hons) 2022-23

Quantity Surveying and Commercial Management  
[May][FT][AustonSingapore][18months] BSc (Hons) 2022-23

Quantity Surveying and Commercial Management  
[Sep][FT][AustonSingapore][18months] BSc (Hons) 2022-23

Quantity Surveying [Frenchay] GradDip 2022-23

Quantity Surveying and Commercial Management [Sep][FT][Frenchay][3yrs] BSc  
(Hons) 2021-22

Quantity Surveying and Commercial Management [Sep][SW][Frenchay][4yrs] BSc  
(Hons) 2020-21

Quantity Surveying and Commercial Management {Foundation}  
[Sep][FT][Frenchay][4yrs] BSc (Hons) 2020-21

Quantity Surveying and Commercial Management [Sep][PT][Frenchay][5yrs] BSc  
(Hons) 2019-20

Quantity Surveying and Commercial Management  
{Foundation}[Sep][SW][Frenchay][5yrs] BSc (Hons) 2019-20

Quantity Surveying and Commercial Management {Apprenticeship-UWE}  
[Sep][FT][Frenchay][5yrs] BSc (Hons) 2019-20