



Module Definition Form (MDF)

Module code: MOD003270	Version: 3 Date Amended: 14/Jun/2024
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1. Module Title
Commercial Management

2a. Module Leader
Karen Proctor

2b. School
School of Engineering and the Built Environment

2c. Faculty
Faculty of Science and Engineering

3a. Level
6

3b. Module Type
Standard (fine graded)

4a. Credits
15

4b. Study Hours
150

5. Restrictions			
Type	Module Code	Module Name	Condition
Pre-requisites:	None		
Co-requisites:	None		
Exclusions:	None		
Courses to which this module is restricted:	None		

LEARNING, TEACHING AND ASSESSMENT INFORMATION

6a. Module Description

This module seeks to develop the students' understanding of the commercial management function performed by quantity surveyors, particularly in a contractor position. It aims to develop an understanding of the procedural, legal and practice issues involved in all aspects of the commercial management of construction projects, together with the ability to apply these in a recognised commercial form. The Module will develop students' knowledge, analytical and problem-solving skills related to commercial management, together with their ability to produce professional quality advice and to communicate this effectively to clients. The Module will cover all the essential features of commercial management, including cost and financial management, cash flow, value engineering, procurement and management of sub-contractors, dispute resolution. Throughout the Module, emphasis is placed on the development and provision of professional, industry-standard solutions. Workshops will analyse and examine a wide range of commercial management scenarios and situations with a view to establishing the principles involved, alternative methods available and the selection of preferred courses of action. Considerable importance is placed upon the form, presentation and usability of the documents used to communicate advice and information, and the professionalism that they communicate.

6b. Outline Content

Cost and financial management
Cost forecasting and reporting
Cost Value Reconciliation and other financial performance measures
Cash flow forecasting and management
Value engineering
Preparation and settlement of contractual claims
Procurement and management of sub-contractors and suppliers
Benchmarking and key performance indicators
Cost analysis and synthesis of costs
Accounting methods and reports
Sustainability and environmental considerations

6c. Key Texts/Literature

The reading list to support this module is available at: <https://readinglists.aru.ac.uk/>

6d. Specialist Learning Resources

None

7. Learning Outcomes (threshold standards)

No.	Type	On successful completion of this module the student will be expected to be able to:
1	Knowledge and Understanding	Demonstrate an understanding of commercial management in relation to construction projects.
2	Knowledge and Understanding	Develop and apply solutions to commercial management problems in a variety of construction scenarios.
3	Intellectual, practical, affective and transferrable skills	Demonstrate analytical and problem-solving skills.
4	Intellectual, practical, affective and transferrable skills	Communicate professional information and advice effectively in written, oral and graphic forms.

8a. Module Occurrence to which this MDF Refers				
Year	Occurrence	Period	Location	Mode of Delivery
2026/7	ZZF	Template For Face To Face Learning Delivery		Face to Face

8b. Learning Activities for the above Module Occurrence			
Learning Activities	Hours	Learning Outcomes	Details of Duration, frequency and other comments
Lectures	14	1-4	12 x 1 hour lecture per week
Other teacher managed learning	24	1-4	12 x 2 hour workshop/seminar/tutorial
Student managed learning	0	1-4	Private study
TOTAL:	38		

9. Assessment for the above Module Occurrence					
Assessment No.	Assessment Method	Learning Outcomes	Weighting (%)	Fine Grade or Pass/Fail	Qualifying Mark (%)
010	Practical	2-3	20 (%)	Fine Grade	30 (%)
Group presentation consisting of a 10 minute presentation and Q&A session per group of students equivalent to 500 words					
Assessment No.	Assessment Method	Learning Outcomes	Weighting (%)	Fine Grade or Pass/Fail	Qualifying Mark (%)
011	Coursework	1,4	80 (%)	Fine Grade	30 (%)
Individual report maximum 2000 words					

In order to pass this module, students are required to achieve an overall mark of 40% (for modules at levels 3, 4, 5 and 6) or 50% (for modules at level 7*). In addition, students are required to: (a) achieve the qualifying mark for each element of fine graded assessment as specified above (b) pass any pass/fail elements [* the pass mark of 50% applies for all module occurrences from the academic year 2024/25 – see Section 3a of this MDF to check the level of the module and Section 8a of this MDF to check the academic year]
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