

<b>Course Title</b>	MC19/502: Commercial and Contractual Awareness
<b>Duration</b>	1 day
<b>Delivery Mode</b>	Day course
<b>Cost</b>	£250 + VAT per delegate
<b>Delegate Nos.</b>	4 to 12
<b>Intended Audience</b>	<ul style="list-style-type: none"> <li>• Graduate civil engineers, and junior/ assistant project managers</li> <li>• Technical specialists wishing to broaden their horizons</li> </ul>
<b>Objectives</b>	<p>At the end of this course delegates should have an understanding of:</p> <ul style="list-style-type: none"> <li>• what commercial/contractual awareness is and why it is important</li> <li>• core aspects of contracts, including common standard forms and key considerations</li> <li>• budgeting, cost control and risk management</li> <li>• how to apply their knowledge to make judgements for a range of scenarios</li> </ul>
<b>Course Description</b>	<p>Commercial awareness may be said to be about being able to look from a commercial or business perspective at your workplace, how it operates, and how it competes and succeeds. It of necessity requires some contractual awareness too.</p> <p>This course aims to raise commercial and contractual awareness, and it should contribute to the achievement of the ICE's 'Commercial Ability' attribute that needs to be demonstrated at the ICE Professional Review. This includes demonstration of an ability to prepare and control budgets, and demonstration of sound knowledge and the ability to exercise sound judgement on statutory, contractual and commercial issues.</p> <p>Taught from a practical perspective, the course will look at a wide range of aspects to increase awareness and understanding. It will make use of a range of scenarios/problems to promote discussion and allow delegates to apply their knowledge learning.</p> <p>The tutor will be Dr Andy Goodwin, a chartered civil engineer with around 35 years' experience. As a Director of his own company and a former Divisional Director of a major consultancy, he has extensive knowledge of commercial and contractual matters.</p>
<b>Indicative Content</b>	<p>The indicative content of the course comprises the following:</p> <ul style="list-style-type: none"> <li>• Industry perspective - civil engineering procedure and the importance of commercial / contractual matters</li> <li>• Common forms of construction contract, including NEC, Infrastructure (formerly ICE), and management forms of contract</li> <li>• Common forms of consultancy contract, including NEC PSC, ICC, ACE, and bespoke</li> <li>• Commercial aspects of project planning - work breakdown schedules, cost estimation and budgeting, role of programme, risk and opportunity</li> <li>• Budgetary control – tracking spend and delivery, EVA, use of risk registers, changes</li> <li>• Risk management in contracts - types of risk, appropriate contract form, change processes, bonds, liquidated damages, warranties, and insurances</li> <li>• Scenario based discussions</li> </ul>