



Commercial Management in Infrastructure: Detailed Course Summary

Course details

Duration: **6 months**
Language: **English**
CPD: **60 hours**

Price

RICS Member: **£495 + VAT**
Non-RICS Member: **£595 + VAT**

Course summary

Global demand for infrastructure is growing rapidly as the push to secure future economic stability becomes the focus for governments and organisations. This has resulted in an increased demand for commercial managers who are able to secure investment returns on infrastructure programmes.

As such, it is vital to have the skills required to deliver value for money outcomes. Through initially setting the scene of the infrastructure industry, this bundle of online courses builds on the key skills of existing construction professionals to develop best practice for a Commercial Management role.

From managing main stakeholders and understanding their drivers and motivations, to administering the process of cost planning and benchmarking, risk, supply chains and procurement processes, this course delivers the fundamental skills required for best practice commercial delivery on an infrastructure programme, by working through a diverse range of case studies and reading materials.

Module learning outcomes

Module 1 – Infrastructure: Setting the Scene

- Determine the main components of an Infrastructure Programme
- Examine how major programmes are organised and managed
- Illustrate the political aspects and interests in an Infrastructure Programme
- Estimate market influences, and how these can impact on an infrastructure programme

Module 2 –The Main Stakeholders

- Explain who the main stakeholders are in an Infrastructure programme
- Describe how stakeholder relationships operate in an Infrastructure environment
- Examine a business case & its impact on stakeholders

Module 3 – Client Engagement and Collaborative Working

- Describe how the principles of good relationship management are essential on an infrastructure programme
- Manage close client/contractor relationship, to drive innovation
- Maximise your negotiation skills to agree deliverables and measures of success with your client
- Evaluate the impact of major disputes on a large infrastructure programme

Module 4 – Tendering, Procurement and Balancing Your Supply Chain

- Build a tender document and prepare for a pre-tender interview
- Successfully Select and Procure subcontracts
- Manage the supply chain with stakeholders

Module 5 – Cost Planning and Benchmarking

- Make use of the “Six Pillars of Success” Procurement model
- Create a cost-planning and pricing process
- Produce a reasonable estimate using your cost-planning and pricing process
- Determine the Commercial Manager’s role in managing a tender process

Module 6 – Risk Management

- Apply the principles of Risk Identification and Management to the commercial management of an infrastructure programme.
- Create a reporting system to continually analyse milestones & budgets
- Conclude how generated risk can have a significant effect on other areas on an infrastructure programme

Course structure

The duration of this course is 6 months, plus time needed to complete your end of course examination. During this period, you will learn via a combination of online self-study material. Activities you will access are outlined below.

eLearning Sessions

Self-study material teaching you the essential skills and knowledge required for each topic. These will include interactive elements to ensure that you are applying learning to various situations and contexts so that you can embed newly gained skills.

Reading Material

This curated list of additional resources typically includes;

- Guidance notes, practice statements and standards
- Data sets supporting knowledge
- Recommended articles from RICS journals
- Recommended articles and websites from external sources
- Recommended books and publications

Case Studies and Set Questions

Scenario assignments and set questions put theory from the module into practice.

End of Module Quiz

A short quiz tracks how much of the learning has been absorbed and acts as a progress tracker.

End of Course Examination

You will be assessed through an online examination hosted by the RICS Online Academy. The online examination will take place at the end of the course and you will need to acquire the requisite minimum score to successfully complete the course.

End of course exam

Following completion of the 6 modules, your end of course exam will become available. This set of 50 multiple-choice questions will assess how well you have achieved the learning outcomes of the programme. You will have 2 attempts at the end of course exam over the period of one month, after which you will receive a certificate of completion.

From the date of purchase, course material will be available to you for 6 months and you can access it at any time of day, from any device with internet access. Though we recommend you complete the modules in order, all content will be available from enrolment, allowing you to work through the sections most relevant you.

All courses contribute to your formal CPD. Once you complete all modules within this programme, you will have worked through a total of 60 formal CPD hours.