

CECA New Entrant Development Programme

Commercial Awareness

Trainer - Bob Bilbrough, Robert Bilbrough Associates

Module aims

The aim of the module is to provide graduates with the knowledge and skills to actively support the commercial interests of their company.

Module learning outcomes

Learning Outcomes
1. Understand commercial processes and responsibilities.
2. Understand the commercial role of site engineers and managers.
3. Be able to maintain accurate commercial records.
4. Appreciate project commercial risks and know effective risk management measures.
5. Be able to create effective commercial relationships with sub-contractors.
5. Appreciate the processes to avoid and manage delays, disruptions, claims and disputes.

Module programme

09:00	Welcome and introduction to the CECA programme
09:10	Introduction to commercial management
09:30	Commercial processes and responsibilities
10:30	<i>Break</i>
10:45	The commercial role of site engineers and managers, including case study
11:45	Maintaining accurate commercial records
12:30	<i>Lunch</i>
13:15	Managing risk, including an exercise
14:45	<i>Break</i>
15:00	Developing effective commercial relationships with clients, designers and sub-contractors
15:30	Commercial processes to avoid and manage delays, disruptions, claims and disputes
16:15	Course action planning and review
16:30	<i>Course close</i>