

BUDGET & COMMERCIAL MANAGEMENT (BUDCOM) Assignment

Format: Discussion paper of **3000** words (excluding references & Appendices)

Submission Due date: As in course Programme – Submit in Moodle Unit site U20564

In the Moodle site upload your assignment to correct Dropbox, where you see the following:

Full Time Group 1 submit BUDCOM here

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BUDCOM your group (G1 or G2 or G3) & student number - e.g. BUDCOM-G1-xxxxx

Critically examine the business case and necessary requirements for providing funding for Projects, with specific focus on the benefits and pitfalls of Special Purpose Vehicle (SPV) Financing of large and complex infrastructure or similar type of projects, and, discussing how you evaluate as to whether or not these projects are financially and commercially viable.

Discuss the development of the buyer/supplier relationship in an increasingly competitive and sophisticated commercial environment. Consider current and future business trends illustrating your discussion with relevant cases or examples. In your paper include a critical review of contracting/tendering framework and key aspects of the negotiating process in organisation(s) and/or industry sector(s) with which you are familiar.

Use suitable examples from the literature or projects with which you are familiar to support your discussion.

To achieve a pass grade your paper should demonstrate the learning outcomes:

- To develop a critical understanding of a robust business case and managing project budgets.
- The project finance process, examining the key aspects of SPVs and likely problems in the process.
- Evaluating sustainability aspects that may be necessary in such projects.
- To critically evaluate decision making and problem solving strategies and related skills in managing project budgets.
- Critically review the procurement and acquisition management processes.
- Develop an understanding of the principles of contractual aspects as well as broader legal issues with regard to customer/supplier relationship and negotiations.