

The Commercial Core Skills Offer

Learning to help build your commercial capability

Raising commercial skills is a key part of Civil Service Reform. This is because we spend £240bn of taxpayers' money with third parties to deliver public services, including £40bn in central government alone. In an era of increased demand and less resource it is more crucial than ever to spend every penny of it well.

Bill Crothers Chief Commercial Officer

Suitable for all grades

Commercial awareness: E-learning modules

There are five modules in total. The foundation module is for everyone. Choose from the other four modules depending on your role, grade and commercial learning needs.

Foundation

Designed to develop general commercial awareness.

Policy development

Commercial considerations when developing policy.

Provider engagement

Understanding delivery and supply chain structures, and how they can add value.

for leaders Develop your commercial

mindset by interpretation of the numbers. Learn about business tools like risk, heuristics, profit vs value, margins and costs. For all SCS to learn about using financial information to make commercial decisions

Commercial

& financial acumen

EO - Grade 6

Managing contractors

How to manage contracts with external deliver the desired outcomes and better value for money.

Successful negotiation skills

Understanding different behavioural approaches; flexing your style; and getting what you want, in a manner acceptable to others.

Related Learning Material SCS

Commercial

skills for leaders

Make sensible commercial

outcomes the norm within

your team. Gain insight into

applying commercial skills to

complex issues and lead

more effectively in commercial

situations. For all SCS to

learn about leading

in a commercial

environment

Contract management

for leaders

Understand how to specify

need and use the market to

create effective contracts and

how to get maximum value

from the contracts you

manage. For SCS with

responsibility for

managing suppliers

& contracts

Further reading for all civil servants

Top tips to improve your commercial awareness

Negotiation skills learning guide

Consulting with experts workplace learning activity

What is a contract? - A definition of what constitutes a contract

Further reading for those at **HEO/SEO level**

Contract Management Standards and Principles

Risk management in procurement

Stakeholder identification and consultation workbook

Further reading for senior leaders

Research Paper - Public vs Private Sector Contracting

White Paper - Basics of Relational Contracting Model

Review of Major Contracts (Serco & G4S)

Laidlaw Enquiry Report

Implementation & delivery

parties.

visioning Commercial considerations when developing strategy.

Strategic

Managing the delivery of outcomes through contracts and third

Effective commercial

planning & contracting

Understand how the

commercial cycle works,

how to make best use of

different markets and how

to create effective

contracts.

providers to ensure you

Commercial & financial acumen

Develop vour commercial mindset by interpretation of the numbers. Learn about business tools like risk, heuristics, profit vs value, margins and costs.

Achieving supplier engagement

How to create trust-based supplier relationships, influence effectively and deal with contract changes such as exits & renewals.

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