Integrated Quantity Surveying and Commercial Management Training Course

14 - 18 Dec 2026

Vienna

5800 € (Per Person)

Ref: #CON9918_87408

Course Introduction / Overview:

This comprehensive training course provides an in-depth exploration of the critical intersection between quantity surveying and commercial management within the modern construction and engineering industries. In an environment of increasing project complexity and financial scrutiny, the ability to strategically manage costs, contracts, and commercial risks is paramount to project success. This program moves beyond traditional measurement and costing to instill a strategic commercial mindset, empowering participants to drive value and profitability from project inception to completion. Drawing upon principles discussed by leading academics like Duncan Cartlidge in works such as "New Aspects of Quantity Surveying Practice," the course integrates core quantity surveying techniques with advanced commercial management strategies. Participants will gain a holistic understanding of the entire project lifecycle, from initial cost planning and procurement to final account settlement and dispute resolution. At BIG BEN Training Center, we have designed this course to equip professionals with the sophisticated skills needed to navigate the commercial complexities of today's construction landscape, ensuring they can deliver projects on time, within budget, and to the highest standards of financial governance.

Target Audience / This training course is suitable for:

- Quantity Surveyors at all levels.
- Commercial Managers and Directors.
- Contract Administrators and Managers.
- Project Managers and Project Engineers.
- Cost Engineers and Cost Controllers.
- Procurement and Sourcing Professionals.
- Construction Project Planners and Estimators.
- Client Representatives and Project Owners.
- Finance professionals involved in capital projects.
- Legal advisors working in the construction sector.

Target Sectors and Industries:

- Construction and Civil Engineering.
- Real Estate and Property Development.
- Oil, Gas, and Petrochemical industries.
- Infrastructure and Transportation projects.
- Power Generation and Utilities.
- Governmental bodies and Public Works agencies.
- Architectural and Engineering Consulting firms.
- Facilities Management and Operations.

Target Organizations Departments:

- Commercial and Contracts Department.
- Project Management Office (PMO).
- Procurement and Supply Chain Management.
- Finance and Cost Control.
- Engineering and Technical Services.
- Legal and Compliance Department.
- Project Planning and Estimation.
- Operations and Site Management.

Course Offerings:

By the end of this course, the participants will have able to:

- Develop strategic cost plans and advanced estimates for complex projects.
- Administer various forms of construction contracts, including FIDIC and NEC.
- Implement effective procurement strategies and manage the entire tender process.
- Master financial control techniques, including cash flow forecasting and cost reporting.
- Identify, analyze, and mitigate commercial and contractual risks proactively.
- Apply value engineering principles to optimize project outcomes and costs.
- Manage variations, claims, and payment certification processes with confidence.
- Prepare, negotiate, and settle final accounts efficiently and amicably.
- Navigate the complexities of construction disputes and resolution mechanisms.
- Integrate Building Information Modeling (BIM) principles into cost management.
- Enhance commercial negotiation and stakeholder communication skills.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be highly interactive, practical, and engaging, ensuring that participants can immediately apply their learning in a professional context. We move beyond theoretical lectures to create a dynamic learning environment that fosters deep understanding and skill development. The course heavily utilizes real-world case studies from diverse construction and engineering projects, allowing participants to analyze complex commercial scenarios and develop effective solutions. Collaborative group exercises and workshops encourage teamwork and peer-to-peer learning, simulating the multidisciplinary nature of project teams. Interactive sessions, facilitated discussions, and role-playing scenarios, particularly in areas like contract negotiation and claims management, provide a safe space to practice and refine critical skills. Our expert instructors provide continuous feedback and guidance, tailoring the content to address the specific challenges and questions of the participants. This blended approach ensures a comprehensive learning experience that bridges the gap between theory and practice, equipping attendees with the confidence and competence to excel in their roles.

Course Agenda (Course Units):

Unit One: Foundations of Strategic Quantity Surveying

- The evolving role of the modern Quantity Surveyor.
- Principles of advanced cost planning and elemental cost analysis.
- Whole life cycle costing and its application in project feasibility.
- Advanced measurement techniques and standards (NRM2).
- Cost estimation methodologies for different project stages.
- Introduction to Building Information Modeling (BIM) for cost management.
- Ethical considerations and professional practice in quantity surveying.

Unit Two: Construction Contracts and Legal Frameworks

- Comparative analysis of major standard forms of contract (FIDIC, NEC, JCT).
- Understanding contractual risk allocation and management.
- Key clauses related to time, cost, and quality.
- The legal framework of construction contracts and relevant case law.
- Managing contract correspondence and record-keeping effectively.
- The role of the Contract Administrator and Engineer.
- Subcontracting principles and supply chain contractual management.

Unit Three: Strategic Procurement and Commercial Management

- Developing a strategic procurement and contracting strategy.
- Different procurement routes and their commercial implications.
- The tendering process from pre-qualification to award.
- Tender analysis, evaluation, and negotiation techniques.
- Effective supply chain management and supplier relationship management.
- Principles of commercial management and profitability.
- Establishing robust commercial procedures and reporting systems.

Unit Four: Project Financial Control and Risk Management

- Advanced techniques for cost control and variance analysis.
- Developing and managing project cash flow forecasts.
- Valuation of works, interim payments, and certification.
- A systematic approach to commercial risk identification and assessment.
- Quantitative and qualitative risk analysis methods.
- Implementing risk mitigation and contingency planning strategies.
- The principles and application of value engineering.

Unit Five: Claims, Dispute Resolution, and Project Close-Out

- Managing variations and change orders effectively.
- Preparation and assessment of extension of time and loss and expense claims.
- Understanding different dispute resolution mechanisms (Adjudication, Arbitration, Mediation).
- The process of preparing for and participating in dispute resolution.
- Final account preparation, negotiation, and settlement strategies.
- Managing project close-out procedures and documentation.
- Lessons learned and continuous improvement in commercial performance.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

In an era of increasing project complexity and technological disruption, how can the traditional roles of quantity surveying and commercial management evolve to deliver strategic value beyond mere cost control?.

What unique qualities does this course offer compared to other courses?

This course distinguishes itself by offering a deeply integrated and strategic perspective on quantity surveying and commercial management, a synthesis often overlooked by programs that treat these disciplines in isolation. Rather than focusing solely on the technical mechanics of measurement and costing, our curriculum emphasizes the development of commercial acumen and strategic decision-making. We bridge the gap between the numbers on a spreadsheet and their real-world impact on project profitability and risk. The content is built around a framework of real-world case studies, forcing participants to grapple with the same complex, ambiguous scenarios they face in their professional lives. This practical, problem-based learning approach ensures that skills are not just learned but mastered. Furthermore, the course places significant emphasis on the "soft skills" crucial for commercial success, such as negotiation, stakeholder management, and effective communication, which are integrated throughout the modules. It is designed not just to create competent technicians, but to cultivate commercially astute leaders who can drive financial performance and strategic value across the entire project lifecycle.