

Commercial Cycle (1): Setting the Direction

Across the Civil Service, we are always looking for ways to improve public services. The commercial considerations of any new public policy or spending proposal can never be far from our minds. Not all of us are commercial experts though and plenty of pitfalls can lie in wait if we do not plan properly. Understanding the commercial considerations of your decisions will help you to do this effectively.

Description

This topic will introduce you to the commercial aspects of designing public policy and services. You'll learn about the commercial models which can be used to deliver public services and how to collaborate with commercial experts. Procurement, delivery and risk transfer are all important considerations as these will be factors in deciding whether to create a product or service in-house or to buy it from a supplier.

This topic is suitable for non-commercial professionals, at any grade, who are designing new services or are directly impacted by policy changes. It is also applicable to managers looking to refresh or enhance their commercial design skills.

What does it involve?

This topic features a blend of learning activities, including videos, self-assessments and three online tutorials. The tutorials will help you to understand your requirements, how government can harness its purchasing power in the market and the benefits of working with commercial teams when making strategic decisions. The topic will also take you through a worked example in the form of a case study.

These self-study activities should last around 2 hours and 45 minutes in total. Once these are completed, you'll attend a 2 hour 15 minute facilitated workshop. During this workshop, you'll have the chance to reflect and build upon what you've learnt from the case study.

What's the outcome?

After completing this topic, you'll understand the value of combining comprehensive business planning, commercial acumen and the Civil Service's buying power. By being more commercially aware, you will be able to help deliver new public services in the most effective way.

Learning activities



Online
resources



Online
tutorial



Self
assessment



Workshop

Delivery method:

F2F

VLE

Estimated learning time:

4 hours 45 minutes

How to book

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