

## MODULE DESCRIPTOR

### Module Title

Commercial Business Dynamics

Reference	SUM401	Version	2
Created	May 2017	SCQF Level	SCQF 11
Approved	June 2012	SCQF Points	15
Amended	December 2017	ECTS Points	7.5

### Aims of Module

To enable students to undertake a critical appraisal of various commercial business dynamics of different sectors of the energy industry.

### Learning Outcomes for Module

On completion of this module, students are expected to be able to:

- 1 Critically review the dynamics and complexity of the different sectors of the energy industry.
- 2 Discuss and analyse the competitive environment across various energy sectors.
- 3 Critically evaluate the risk of economic loss and environmental impact in a selection of major energy projects.
- 4 Critically analyse and evaluate culture and legislative frameworks across various energy sectors.

### Indicative Module Content

Introduction to the energy sectors (Oil and Gas, Renewables, Wind & Wave, Decommissioning and Nuclear); sector business dynamics and local markets; commercial realities, competitions, and procurement; commercial structures (agreement types, licensing etc); environmental risks, sector culture and internationalisation; legislative framework (UK & International); industry based, real world case studies and scenarios.

### Module Delivery

The module is delivered in Distance Learning Mode by self directed web-based learning materials supported by on-line tutorial support and discussion forums.

### Indicative Student Workload

	Full Time	Part Time
Contact Hours	N/A	70
Non-Contact Hours	N/A	80
Placement/Work-Based Learning Experience [Notional] Hours	N/A	N/A
TOTAL	N/A	150
<i>Actual Placement hours for professional, statutory or regulatory body</i>		

**ASSESSMENT PLAN**

*If a major/minor model is used and box is ticked, % weightings below are indicative only.*

**Component 1**

Type: Coursework Weighting: 40% Outcomes Assessed: 1, 2, 4  
 Description: Normally a longitudinal assessment involving topic discussion forums (20%) and a group presentation (20%).

**Component 2**

Type: Coursework Weighting: 60% Outcomes Assessed: 2, 3  
 Description: An individual written piece of work.

**MODULE PERFORMANCE DESCRIPTOR****Explanatory Text**

In order to pass the module students must achieve 40% or greater in each component.

Module Grade	Minimum Requirements to achieve Module Grade:
<b>A</b>	70% or greater
<b>B</b>	60% or greater
<b>C</b>	50% or greater
<b>D</b>	40% or greater
<b>E</b>	35% or greater
<b>F</b>	Less than 35%
<b>NS</b>	Non-submission of work by published deadline or non-attendance for examination

**Module Requirements**

Prerequisites for Module	None in addition to course entry requirements or equivalent.
Corequisites for module	None.
Precluded Modules	None.

**ADDITIONAL NOTES**

This module is a core part of the MSc Commercial Practice for the Energy Sectors. The module may be taken as a stand-alone study package.

**INDICATIVE BIBLIOGRAPHY**

- 1 Global Association of Risk Professionals, 2009, Foundations of energy risk management [electronic resource] : an overview of the energy sector and its physical and financial markets.
- 2 BP, 2011. Statistical review of world energy 2010. Free on the internet
- 3 Journals & Databases: World Oil Renewable Energy OnePetro
- 4 Tordo, Silvan, 2007, Fiscal Systems for Hydrocarbons: Design Issues, World Bank Publications.
- 5 Oddley, D., 2002, Britain's Offshore Oil and Gas - Second Edition, UK Oil & Gas