



Defence Academy
of the United Kingdom

Cranfield
UNIVERSITY

College of Management and Technology

Defence Strategic Commercial Programme
(DSCP) Higher Education for Acquisition





Course Overview

DSCP

The Defence Strategic Commercial Programme (DSCP) is designed to provide a forum for senior non-Commercial staff/strategic leaders to discuss strategic commercial issues in order to improve their awareness and assess their relevance and application in the defence environment.

The course is one of three strategic level courses comprising the Higher Education for Acquisition (HEfA) programme. The DSCP can be taken in combination with the other HEfA courses (Defence Strategic Support Management and Defence Strategic Portfolio and Programme Management) or on a 'standalone' basis.

Aim

To provide a forum for senior non-Commercial MOD and Industry leaders to discuss strategic commercial issues to improve their awareness and assess their relevance and application in the defence environment.

Objectives

Interpret the MOD's Commercial Strategy and apply it to a relevant business area.

Define the drivers that impact on the commercial behaviour of the MOD and Industry and analyse the consequences for a relevant business area.

Examine the impact of personal, group and organisational behaviours on the MOD/Industry relationship.

Identify and apply achievable and appropriate commercial strategies that deliver 'best for defence' capability solutions through life.

Identify the key features of performance-based and availability contracting.

Apply the principles of supplier selection, management and development.

Define the key principles of through-life cost-estimating and explain the impact of uncertainty and risk on the development of reliable cost-estimates.

Subjects Covered

- The MOD's Commercial Strategy
- MOD and industry commercial drivers
- Personal, Group and Organisational behaviours
- Market analysis and selection of appropriate procurement strategies
- The spectrum of customer-supplier relationships
- Partnering
- Alliances
- Performance-based contracting
- Supplier selection, management and development
- Principles of cost-estimating, risk and uncertainty
- Wider industrial commercial practice
- E-procurement



Location

Defence Academy- College of Management and Technology (DA-CMT), Shrivenham

Course Duration

3½ days residential

Designed for

Non - commercial Strategic staff/ senior leaders (1* /SCS level and OF5/Band B) who are about to fill posts in acquisition including Project Teams and inclusive of Front Line Commands, Defence Estates and across MOD

Applications

Self nomination by contacting the DA-CMT Delivery Team Admin

Contact e-mail

DEFAC-CMT-LM-DelAdmin@defenceacademy.mod.uk

Telephone

Civ: 01793 31 4556/4632

Mil: 96161 4556/4632

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