

Commercial Acumen for Infrastructure Leaders

Making confident commercial decisions that deliver value for money and better outcomes

Commercial acumen is a critical capability for infrastructure leaders. It shapes how projects are scoped, procured, governed, and delivered, and directly affects cost, risk, performance, and public value.

This workshop supports Project Directors, Senior Responsible Owners (SROs), and senior public sector leaders to strengthen their understanding of commercial drivers across the infrastructure lifecycle and to make more confident, informed decisions in complex delivery environments.

Who this workshop is for

This workshop is designed for:

- Project Directors leading infrastructure projects
- Senior Responsible Owners (SROs) accountable for value, risk, and outcomes
- Senior public sector leaders involved in procurement, governance, or delivery oversight

It is particularly valuable for leaders who are responsible for major commercial decisions or who work closely with suppliers and delivery partners.

What it covers

The workshop focuses on practical judgement and application. Topics include:

- What value for money means in practice
- Commercial decision-making across the project lifecycle
- Procurement strategy and commercial alignment
- Supplier behaviour, incentives, and market dynamics
- Managing risk, opportunity, and delivery performance

Delivery and cost

- In-person, two-day workshop
- Currently delivered as part of a pilot
- Participation in the pilot is free
- Following the pilot, the workshop will be charged (cost TBC)

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