Procurement Strategies. A Relationship-based Approach

Description: Construction has been an industry characterised by disputes, fierce competitiveness and fragmentation – all major obstacles to development. Now, however, a relationship-based approach to project procurement, through partnering and alliancing, aims to bring about a fundamental change.

This book addresses the critical relationship issues for a more collaborative and sustainable construction industry. It looks at how project procurement and project alliancing partner selection works, and how risk and crisis resolution are managed. It provides readers with guidance and models on how to put a relationship-based approach to procurement into practice, drawing on specific prototypes from an actual, successful project that can be adapted.

Contents: Authors and Contributors; Preface; Introduction; Procurement choices; Enterprise networks, partnering and alliancing; Project alliancing member organisation selection; Managing risk and crises resolution; Enabling improved business relationships; Developing cross-team relationships; Developing a quality culture; Developing an innovative culture through relationship-based procurement systems; Implications of human capital issues; Index.

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