



# Collaborative Relationships in Construction: Developing Frameworks and Networks

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## **Collaborative Relationships in Construction: Developing Frameworks and Networks** From Wiley-Blackwell

The book collects the latest research on both contractual and conceptual collaborative practices in construction. It identifies common problems faced by the industry and draws out practical implications.

Construction projects are increasingly run in ways that undermine the traditional boundary of the firm and sometimes also the definition of the project coalition. This poses challenges for construction firms whose clients demand ever increasing performance improvements as well as those firms who want to improve their strategies for greater collaboration to give themselves competitive advantage.

The editors identify three main themes: collaborative relationships, operating both in frameworks and within networks of contacts, e.g. relational contracting in partnering, supply chain management and other procurement-driven initiatives.

The second theme is frameworks, both contractual frameworks binding parties together over a series of contracts, and conceptual frameworks used to develop future performance improvement arising from the proactive strategies of firms.

The third theme is the network of relationships that supports individuals and firms within the project coalition in delivering services and adding value to improve performance. These networks define the investment and incentives supporting the inter-firm and intra-firm relationships, as well as the formal contractual conditions through which such incentives flow. Networks of information exchange define the structure of the activity and help predict organisational configurations for successful project outcomes.

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### Editorial Review

#### Review

“I recommend that libraries in graduate schools obtain it and that scholars read it as if it were a special issue in a journal.” (*Construction Management and Economics*, 1 July 2010)

#### From the Back Cover

The latest research is presented here on both contractual and conceptual collaborative practices in construction. The editors identify common problems faced by the industry and draw out practical implications.

Construction projects are increasingly run in ways that challenge the traditional boundary of the firm – and sometimes also the definition of the project coalition and programme management. And all this in the context of construction firms whose clients demand ever increasing performance improvements and who also want to improve their strategies for greater collaboration to give themselves competitive advantage.

In *Collaborative Relationships in Construction* the editors identify three main themes: collaborative relationships, operating both in frameworks and within networks of contacts, e.g. relational contracting in partnering, supply chain management and other procurement-driven initiatives.

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The book probes the corporate entities of both client and contractor organisations, analysing new ways of working to encourage the move towards more collaborative practices in the construction industry.

#### About the Author

**Hedley Smyth** and **Stephen Pryke** both Senior Lecturers in Construction and Project Management at the Bartlett School, University College London.

### Users Review

#### From reader reviews:

**Carol Frazier:**

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