



Paper Research Title:

PARTNERING EFFECTS ON CONSTRUCTION PROJECTS



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CEM520



RESEARCH OUTLINE

- **INTRODUCTION**
- **BACKGROUND**
- **UNDESTANDING OF PARTNERING**
- **CHARTERS AND WORKSHOPS**
- **PARTNERING STARTING**
- **DEVELOPING PARTNERING SKILLS**
- **EVALUATING THE BENEFITS OF PARTNERING**
- **CONCLUSION**

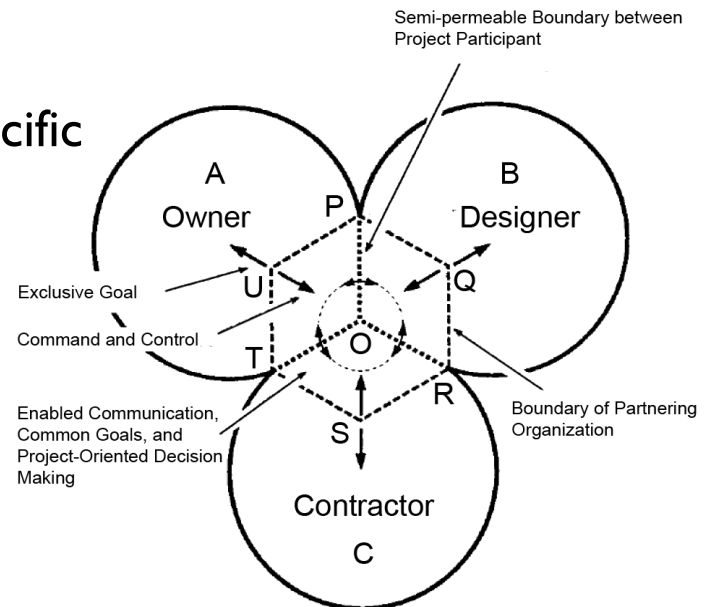
INTRODUCTION

- Adversarial attitude in construction projects
- Disputes might be expanded to litigations
- Lose both time and money
- Not all partnering projects are successful
- Awareness of all partnering dimensions



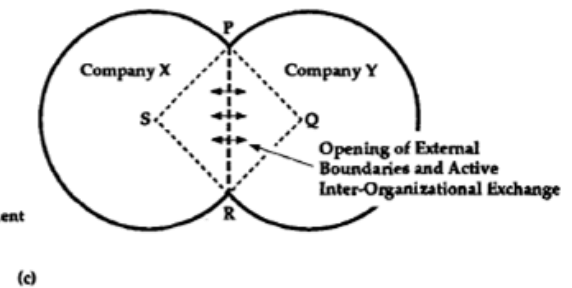
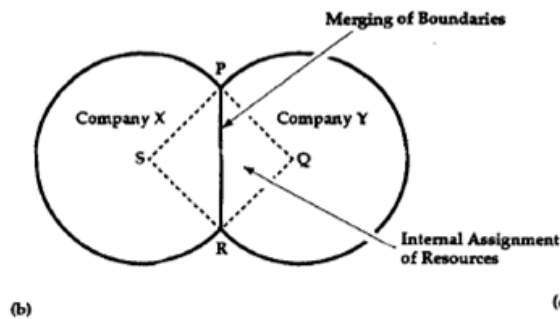
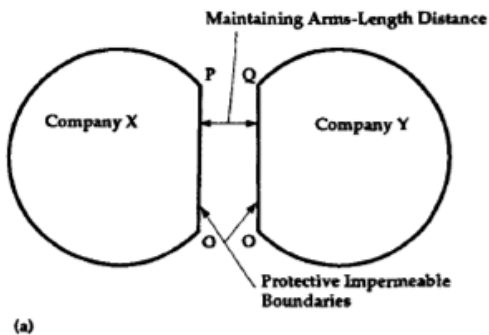
BACKGROUND

- A new approach
- 1980: first introduction
- 1990: a recommendation to use partnering
- 1991: strongly advised and supported
- Definitions by:
 - CII, ACEC, AGC, AIA, US Army
- Categories
 - - Long-term -Project-specific
- Parties of Partnering



UNDESTANDING OF PARTNERING

- Construction management trends
- Has proved its successfulness
- Neither eliminates nor adds more obligations
- Does not add any risk
- Does not change the terms of the signed contract
- Is not expensive
- Develops the communication



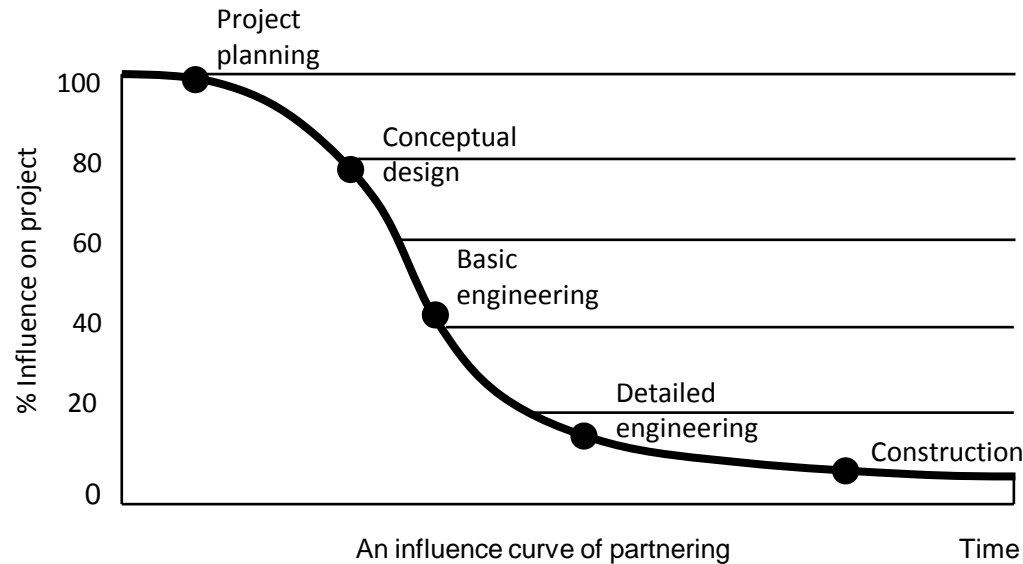
CHARTERS AND WORKSHOPS

- The charter is joint recognition of each party's tasks. It should be a written agreed, committed and implemented by the workgroup.
- Partnering workshop is a useful tool that can be utilized in the interactive communication between the partnering workgroups.



PARTNERING STARTING

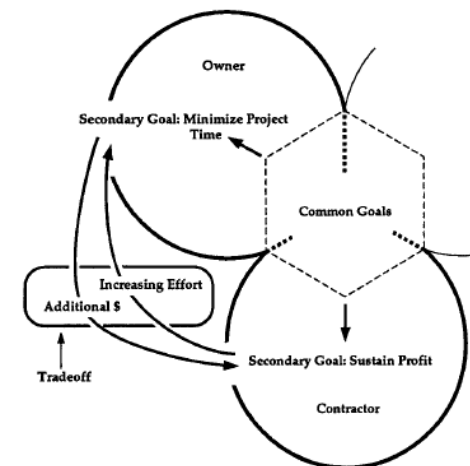
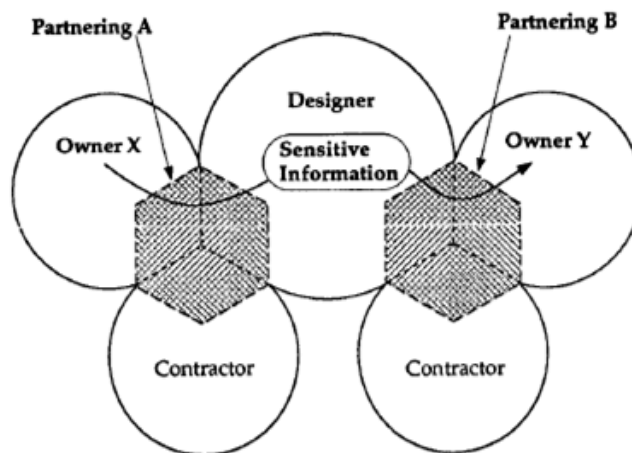
- Best in an early stage, but better late than never.



- Indicators:
 - ✓ when the discussion moves free beyond what planned for
 - ✓ no place for emotions in discussing their opposite views
 - ✓ participants start thinking of achievements before they worry about their own wishes

PARTNERING STARTING

- Procedure:
 - 1- Specify management commitment.
 - 2- Hold a joint partnering workshop.
 - 3- Identify the strength points and weakness points.
 - 4- Follow up the development.
 - 5- Evaluate the progress.
 - 6- Solve any problems that may occurred.
- Sensitive Project Information
- Trade-offs



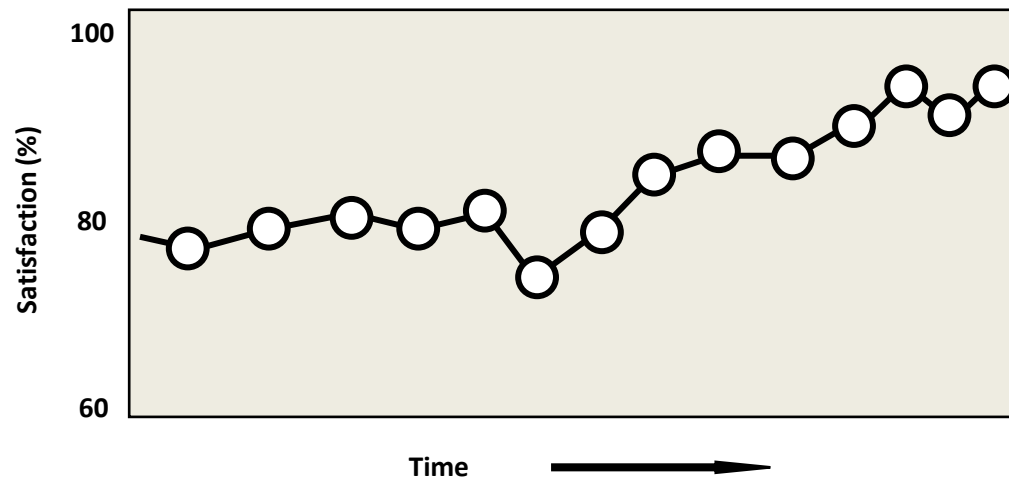
DEVELOPING PARTNERING SKILLS

- Training
- Hard efforts to change
- Determination of the sides that need to be developed
- Confidence regarding training
- Multi-skilled experts



EVALUATING THE BENEFITS OF PARTNERING

- Examination of the value
- Two types of benefits:
 - ✓ Direct
 - ✓ Indirect
- Examples:
 - ✓ Eliminating or minimizing claims and disputes, using time more efficiently, improving safety, increasing value-engineering
 - ✓ Increasing the workers experiences and customer satisfaction, and enhancing the good reputation of the firms



CONCLUSION

- Effective partnering is only achievable when it applies during the planning stage
- It reduces contractual risks and works better than formal contracts
- It is obvious that partnering creates trust which helps in developing win-win attitude



