



# Relational Contracting for Construction Excellence: Principles, Practices and Case Studies (Spon Research)

*By Albert P Chan, Daniel W Chan, John F Yeung*

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Relational Contracting for Construction Excellence presents the principles of relational contracting, practicalities and a series of short case studies. Principles begins with the fundamentals then covers development in major countries, definitions of relational contracting, their benefits, difficulties, critical success factors and key performance indicators. Practice includes the relational contracting approach and process in general, and significant factors which make workshops successful, at whatever stage of the process. A number of real-life case studies from the UK, USA, Australia, and Hong Kong are provided.

Since the book draws on a combination of practical consultancy works and university research, a wide range of readers will find it useful, i.e. from industrial practitioners to undergraduate students.

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**'Academic audiences would find the research dimensions of the book inspiring, in particular the thorough review of the construction literature on cooperative procurement strategies. The inclusion of case studies provides the often-neglected vital link between theory and practice, thus offering practitioners, especially those who are sceptical of relationship management in construction, useful references.'** - *Construction Management and Economics*

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