



● Information menu

- Facts & Figures
- Open Access
- News
- Journal Subscription

● Journals

IJIEC (642)

MSL (2628)

DSL (542)

CCL (415)

USCM (948)

ESM (362)

AC (527)

JPM (164)

IJDS (714)

JFS (76)

● MSL Volumes

Volume 1 (70) ▾

Volume 2 (365) ▾

Volume 3 (426) ▾

Volume 4 (387) ▾

Volume 5 (129) ▾

Volume 6 (74) ▾

Management Science Letters

ISSN 1923-9343 (Online) - ISSN 1923-9335 (Print)

Quarterly Publication

Volume 9 Issue 8 pp. 1289-1298 , 2019

Contract management and performance characteristics: An empirical and managerial implication for Indonesia *Pages 1289-1298* Download PDF

Authors: **Kamaruzzaman Muhammad**, **Oussama Saoula**, **Mustafa Rashid Issa**, **Umair Ahmed**

DOI: **10.5267/j.msl.2019.4.012**

Keywords: **Contract management**, **Firm performance**, **Project delivery**, **Indonesia**

Abstract: This study intends to cover the relationship between contract management and performance characteristics from the context of Indonesia. To address this objective, contract management is observed as the main independent variable while performance through nine items is considered as dependent variable. A questionnaire is developed through some selected factors and distributed among various respondents, dealing directly or indirectly with the projects. A sample of 70 respondents is finalized with no missing values. Empirical findings suggest that for the firm performance different variables such as nature of the solution, cost & benefit analysis are significantly associated with the contract length. While project delivery and project quality are negatively associated with the contract length. Findings of the study are highly recommended for the contract managers and similar individuals, responsible for the smooth business performance. However, future studies can be conducted with the addition of more explanatory factors for contract management with better sample size. Managerial implication of the study defines that Government and construction companies should reconsider the stated factors for the improved results through resolution of the

Volume 7 (54) ▾

Volume 8 (119) ▾

Volume 9 (208) ▾

Volume 10 (448) ▾

Volume 11 (251) ▾

Volume 12 (33) ▾

Volume 13 (27) ▾

Volume 14 (22) ▾

Volume 15 (15) ▾

 **Keywords**

 **Authors**

 **Countries**

conflict with the customers, cost benefit analysis and timely delivery of the project with budgetary compliance.

How to cite this paper

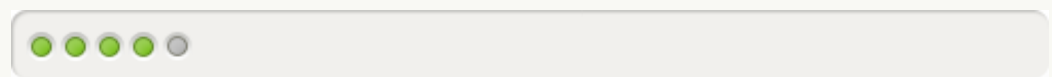
Muhammad, K., Saoula, O., Issa, M & Ahmed, U. (2019). Contract management and performance characteristics: An empirical and managerial implication for Indonesia. *Management Science Letters* , 9(8), 1289-1298.

References

Adams, F. K. (2008). Construction contract risk management: a study of practices in the United King-dom. *Cost Engineering*, 50(1), 22-33.

Ahmed, U., Majid, A. H. A., & Zin, M. L. M. (2016). HR Moderating HR: Critical link between Developmental HR Practices and work engagement in a Moderated Model. *Management Review: An International Journal*, 11(2), 4.

Ajayi, S. O., Oyedele, L. O., Bilal, M., Akinade, O. O., Alaka, H. A., Owolabi, H. A., & Kadiri, K. O. (2015). Waste effectiveness of the construction industry: Understanding the impediments and requi-sites for improvements. *Resources*, 4(1), 100-110.



› Journal: Management Science Letters | Year: 2019 | Volume: 9 | Issue: 8 | Views: 3266 | Reviews: 0

Related Articles: ▾

Organizational management through strategic planning and financial practice ...

Impacts of change management on risk and cost management of a construction ...









A study on sales growth and market value through supply chain Integration between radical innovation and incremental innovation to expedi ...

Designing a model for measuring the impacts of successful outsourcing on or ...

Add Reviews

Name:*

E-Mail:

Review: **B** *i* U **U** |          **T** **SP**

Security  Include security image CAPCHA.

Code: * Refresh Code

Submit