



434 33

Views CrossRef citations to date Altmetric

0

Original Articles

Collaboration in public construction—contractual incentives, partnering schemes and trust

Geert Dewulf  & Anna Kadefors

Pages 240-250 | Received 05 Apr 2012, Accepted 10 Apr 2012, Published online: 11 Jun 2012

 Cite this article  <https://doi.org/10.1080/21573727.2012.684876>

Sample our
Engineering & Technology
Journals

>> [Sign in here](#) to start your access
to the latest two volumes for 14 days

 Full Article

 Figure & data

 References

 Citations

 Alt Metric

 Reprints

We Care About Your Privacy

We and our 899 partners store and access personal data, like browsing data or unique identifiers, on your device. Selecting "I Accept" enables tracking technologies to support the purposes shown under "we and our partners process data to provide," whereas selecting "Reject All" or withdrawing your consent will disable them. If trackers are disabled, some content and ads you see may not be as relevant to you. You can resurface this menu to change your choices or withdraw consent at any time by clicking the ["privacy preferences"] link on the bottom of the webpage [or the floating icon on the bottom-left of the webpage, if applicable]. Your choices will have effect within our Website. For more details, refer to our Privacy Policy. [Here](#)

We and our partners process data to provide:

...

 I Accept

Reject All

Show Purpose



importance in public projects than in private ones. After signing a contract, it is important that the parties use the interpretive flexibility to signal trust and commitment and also that joint learning processes are organized to resolve ambiguities and enable joint learning. Formal partnering models are helpful in structuring this interaction, but also incentive arrangements may be important in shaping interaction and signalling trust.

Keywords:

- Collaboration
- partnerships
- trust

Related Research Data

Strategizing for anticipated risks and turbulence in large-scale engineering projects

Source: International Journal of Project Management

Incentive Mechanisms for Project Success

Source: Journal of Management in Engineering

The seven pillars of partnering A guide to second generation partnering

Source:

Trust,

Source:

Conce

Source:

Deve

Source:

Not S

So

P

Source:

Redu

Source:

Effect

conce

Source:

Neuro

Source: Unknown Repository



Project-as-practice: in search of project management research that matters

Source: IEEE Engineering Management Review

Building trust : the case of the construction industry

Source: Unknown Repository

Interorganizational Trust

Source: Unknown Repository

Partnering in construction: a critical review of issues, problems and dilemmas

Source: Construction Management and Economics

The selection of sharing ratios in target cost contracts

Source: Engineering Construction & Architectural Management

The definition of partnering as a Wittgenstein family-resemblance concept

Source: Construction Management and Economics

Fairness in interorganizational project relations: norms and strategies

Source: Construction Management and Economics

Incentives versus Transaction Costs: A Theory of Procurement Contracts

Source: The RAND Journal of Economics

Do formal contracts and relational governance function as substitutes or complements?

Source: Strategic Management Journal

Identity and the Economics of Organizations

Source: The Journal of Economic Perspectives

Partnering relationships in construction: A literature review

Source:

Motiv

Source:

Trust,

Source:

The E

Source:

Unde

a

So

Client

Source:

Trust

Source:

Target

Source:

Unde

Source: International Sociology



The roles and risks of incentives in construction projects

Source: International Journal of Project Organisation and Management

Farsighted project contract management: incomplete in its entirety

Source: Construction Management and Economics

Expecting the Unexpected? How SWAT Officers and Film Crews Handle Surprises

Source: Academy of Management Journal

Motivation Crowding Theory

Source: Journal of Economic Surveys

A meta-analytic review of experiments examining the effects of extrinsic rewards on intrinsic motivation.

Source: Psychological Bulletin

Project Partnering: Results of Study of 280 Construction Projects

Source: Journal of Management in Engineering

Innovative contract incentive features for construction

Source: Construction Management and Economics

Toward An Integrative Perspective on Alliance Governance: Connecting Contract Design, Trust Dynamics, and Contract Application

Source: Academy of Management Journal

Contractual Incentives

Source: Journal of Construction Engineering and Management

Non-Contractual Relations in Business: A Preliminary Study*

Source: Unknown Repository

Copier



ing

Form

Source

How

Source

Deco

parac

Source

In

So

Proje

Source

Incen

Source

Trust

Source

Comp

f IT

Services Contracts



Source: Organization Science

Procurement Routes for Partnering: A Practical Guide


Source: Unknown Repository

Project governance: case studies on financial incentives

Source: Building Research & Information

The emergence of partnering in construction practice: an activity theory perspective

Source: Engineering Project Organization Journal

Linking provided by 

Related research

People also read

Recommended articles

Cited by
33



Information for

- Authors
- R&D professionals
- Editors
- Librarians
- Societies

Opportunities

- Reprints and e-prints
- Advertising solutions
- Accelerated publication
- Corporate access solutions

Open access

- Overview
- Open journals
- Open Select
- Dove Medical Press
- F1000Research

Help and information

- Help and contact
- Newsroom
- All journals
- Books

Keep up to date

Register to receive personalised research and resources by email

 Sign me up



Copyright

Accessib

Registered
5 Howick Pl

or & Francis Group
orma business

