ABSTRACT

The Singapore government has been encouraging local construction firms to venture overseas. There are various forms of procurement methods that local practitioners use for foreign markets. This dissertation aims to find out whether management contracting (MC) will make it easier for them to enter the foreign markets.

A detailed literature review on the various strengths and weaknesses of the MC is carried out to find out if MC is indeed a suitable tool for overseas procurement. A range of strategies in which local practitioners can use MC to regionalize is also suggested.

A postal survey is conducted to gather the opinions of the local practitioners on using MC as a regionalisation tool. Survey questionnaires were sent out followed by selected phone interviews.

This study shows that from the local practitioners’ views, MC may be feasible as a tool for regionalisation. This is despite that the type of commonly used overseas procurement methods do not include MC. Local practitioners also felt that the various strategies proposed will work.

Their opinions on the various ways in which MC can be encouraged as a regionalisation tool was also discussed. It is felt that not all regions are deemed to be fit for the use of MC as a tool for regionalisation. They felt that the most likely regions that contractors can succeed in using MC will be Southeast Asia.