Abstract

ABSTRACT

This dissertation aims at an in-depth study of joint ventures in property development in Batam. This research begins by providing the general overview of the whole process of joint ventures and their practical application. A structured interview was designed for selected members of the joint ventures at all levels to assess the understanding of joint ventures. Two case studies were carried out to document the joint venture process and also to highlight the factors affecting the performance and the possible ways to attain better success.

The interview findings indicate that all recognised the importance of joint venture and the need to adopt it as a strategy to reduce risk associated with development overseas. Most also agreed that the Joint Ventures can bring about greater success for overseas' development. The two case studies and the comparative study also show that having major shareholding within the Joint Venture can achieve better success especially in the area of conflict resolution.