Determination of the critical success factors for attaining quality performance in partnering projects in Lagos and Abuja, Nigeria

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Quality is one of the factors leading to high cost and is the most prominent source of dissatisfaction in construction projects. This paper aimed at determining the critical factors leading to quality performance in partnering projects as a means of improving the construction industry performance. The goals pursued are: identifying critical success factors (CSFs) leading to partnering quality performance, test if there is an agreement in the ranking and identify which of these identified factors has a significant influence on the quality outcome. The study was quantitatively conducted using questionnaires survey to extract information from practitioners. The questionnaire was analysed using statistical tools such as descriptive, Kruskal-Wallis, and ordinal logistic regression. The study discovered that acting inconsistent with the objectives, effective monitoring and evaluation, commitment and support of management, and joint conflict resolution technique are vital to quality performance. This paper findings would assist the practitioners in decision making and would ensure a better quality outcome in future partnering projects. This paper used the empirical study to reveal critical factors for achieving a quality outcome in partnering projects. Practitioners should focus on those factors for quality performance improvement in partnering projects.

Keywords: Construction practitioners, Critical Success Factors, Ordinal logistic regression, Partnering project and Quality performance.

Introduction
Quality is considered as the fulfillment of expectations of project stakeholders, it is also a means of assessing success of any construction project (Sanvido et al., 1992). A nation level of development is assessed through the quality of the construction projects or infrastructures. Achieving quality in a construction project is a global issue (Lee & Arditi, 2006), but so serious in developing countries such as Nigeria. Quality is the most prominent source of dissatisfaction to the stakeholders (clients especially) and is one of the factors leading to high cost and unachieved schedule of construction project globally, due to rework and cost of rectification of defect (Xiao & Proverbs, 2002; Femina et al., 2016). Client’s satisfaction on a construction project depends on quality performance because a project is expected to offer performance, appearance, and reliability expected for a given price (Femina et al., 2016). A project may be considered as a failure without achieving the specified quality even when the completion time and budget are met. When a project is completed, quality continues to remain in the minds of everyone, even when price is forgotten.

Apart from quality effects on the actual contract, quality also affects future of the construction practitioner stays in business, because winning future contract nowadays depends on previous record. Research on quality is of great importance especially in developing countries such as Nigeria, where a lot of resources and human lives are being wasted annually due to poor quality of the construction projects. Hardy, find a state without a case of reported collapse...
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building. Therefore, identification of the critical factors for enhancing the quality performance of construction project is necessary. But since the construction industry project delivery system is heterogeneous in nature, there is a need to study critical factors for achieving quality for alternative procurement options such as partnering (Adnan et al., 2014).

The need for performance improvement in the construction industry led to the adoption of partnering as an alternative procurement system globally without exception of Nigeria. Partnering implementation is full of benefits such as timely completion, completion on a budget, quality, and dispute free as reported in the literature (Cheng et al., 2001). Unfortunately, these benefits could not be fully reaped in Nigeria due to quality challenges associated with partnering projects and this is a great concern. Lack of understanding of the best practices (critical factors) on the part of construction practitioners on attainment of the quality performance is the major cause (Awodele & Ogunsemi, 2010). Takim et al. (2004) affirmed that failure in determining the critical factors influencing each project’s objectives is one of the challenges in managing a construction project.

The motif of this paper is to determine the critical factors leading to the quality performance of partnering projects. The aim is achieved through the following objectives: (i) to identify CSFs leading to partnering quality performance and their relative importance, and (ii) to identify which of these factors has a significant influence on the quality outcome of the project. Determining the factors affecting quality performance in partnering construction project is a step towards the quality improvement. This study findings would provide the stakeholders with information that would assist them to use their limited resources judiciously to accomplish better quality project. The findings would also provide construction practitioners and the decision makers with necessary information that would assist in quality improvement through better project management and decision-making process. This study will minimise the rate of partnering projects failure in Nigeria.

Literature Review
Concept of quality and factors influencing quality in construction projects in general
The concept of quality varies from individual to individual. Jha and Iyer (2006); Arditi and Lee (2004) defined the quality of a project as meeting the customer expectation or compliance with customer’s satisfaction. In a general term construction project quality is meeting the requirements of each party in the construction team as well as the project organiser (Arditi & Gunaydin, 1997). The end point of the service rendered or work from the technical and workmanship aspects is referred to as quality (Ling et al., 2009). Jha and Iyer (2006) in their study of the quality performance in construction projects, they found that project manager’s and owners’ competence; interaction among project participants; top management’s support, and project participants monitoring and feedback are factors affecting quality. Leonard (2008) affirms that quality culture is vital for successful quality attainment most especially partnering project.

Quality has a great influence on the project performance, durability, and appearance of a structure. The absence of quality in a construction project results into high cost of construction in the long run. Most of the owner wanted the product at a cheap price, while contractors wanted to remain in the business through gain acquired from the contract and remain competitive (Okuntade, 2015). Therefore, quality performance satisfaction has been a major problem to construction practitioners in Nigeria. Building failure has remained a major concern for all the stakeholders and the built environment in the Nigeria construction industry (Idoro, 2010; Okedele, 2008). Idoro, (2010) reported that within four years thirty-four cases of building collapse were reported in one state in Nigeria, this is so alarming. These failed structures did not exonerate any procurement system. The
poor-quality performance had been noted as a factor responsible considered as project failure.

Chan and Tan (2000) assessed the Hong Kong construction industry to identify factors influencing the quality of building projects. They found out that construction team leader effectiveness, the emphasis of the client's on time, the emphasis of the client's on quality, and management actions of the project team are the factors impacting on the quality of building projects.

In addition, the construction activity is sensitive to change in economic condition; in times of general economic growth, it flourishes and vice versa during economic downturns. Economic affects the quality of construction project. Oyedele et al. (2015) researched the critical factor influencing poor construction quality. They found that poor quality of materials, poor inspection and testing, poor site installation procedure, lack of quality assurance, low level of skill, and labours’s experience are the causes of poor quality construction output in Nigeria. Similarly, Oyedele et al. (2003) reveal that non-involvement of all key players at the design stage, design changes, insufficient and unrealistic project cost constraints, design professionals low level of commitment to quality improvement, and emphasise on cost at design decisions rather than the value of work were the factors negatively impacted on quality. Jha and Iyer (2006) and Arditi and Gunaydin (1997) discovered that non-involvement of the project participant in quality planning and practice is one factor affecting the quality of construction project. Construction projects quality may be affected by the lack of project definition while clear goal definition is vital to project success (Oyedele et al., 2015).

Jha and Iyer (2006) identified inefficient communication between parties involved in construction projects as one of the critical factors affecting project quality. Teena (2014) investigated the quality of construction projects and the impact of design related factors. The findings reveal that ineffective communication, conformance to codes and standards, designers selection, the cooperation of parties, management factors, contractor selection, top management support, contract documents labour, execution, material, equipment, financial issues, and quality and safety systems are the factors influencing design quality. In addition, inadequate information in the contract documents may lead to a low quality constructed project (Arditi & Gunaydin, 1997). Jha and Iyer (2006) asserted that project quality performances are affected by factors such as hostile socio-economic environment; aggressive competition during tendering, conflict among project participants; harsh climatic condition; faulty project conceptualization; and project managerlack of knowledge or ignorance.

Yung and Yip, (2010;) revealed that lack of consideration for the adequate resources such as financial, material, human resource, technical, and so on are responsible for poor project quality. El-Maaty et al. (2016) affirmed that factors affecting the quality of project are the availability of experience project teams; clarity of responsibilities and roles; and efficiency of the project monitoring and inspection team. Oke and Abiola-Falemu (2009) noted that poor materials and workmanship and inefficient supervision of workmen are the causes of poor quality work in the Nigeria building industry. Superior quality in construction projects could be achieved if more attention is pay to implementing and improving quality management in the construction (Heravitorbati et al., 2011).

Critical success factors for achieving quality in partnering project

The concept of CSFs came into limelight in 1979 when Rockart applied it in the field of information technology, but since then it has spread to other sectors such as construction. CSFs are the few areas in which if there are satisfactory results it will ensure successful competitive performance for the project or organization. Toor and Ogunlana, (2009) affirmed that the implementations and implications of previous researchers’ findings are limited to the countries where
the research was conducted. CSFs are influenced by the specific characteristics of the industry where was carried out and change based on the industry environment (Yong & Mustaffa, 2013). CSFs are context specific; it depends on the operating environment. Therefore, varied from country to country and change as the policy and the industry’s environment changes.

In the construction industry, there are various procurement system such as design and build, partnering, and so on, each has key factors that drive their success. The Construction Industry Institute (CII, 1991) defined partnering as “a long-term commitment between two or more organizations for achieving specific business objectives by maximising the effectiveness of each participant resources.” Partnering is acknowledged as a management technique that allows design and construction teams to work as a team to achieve overall project objectives (Larson, 1997). Chan et al. (2004) investigated critical factors for accomplishing partnering projects objectives in Hong Kong through the perception of stakeholders. Chan et al. (2004) found that establishment and communication of strategy of resolving conflict, willingness to share resources among the project participants (sharing culture), clear definition of responsibilities, and regular monitoring are factor critical to successful partnering project.

In the present competitive market, for the practitioners to remain relevant in the construction industry, quality performance strategy needs to be improved. Similarly, Larson (1997) noted that partnering project CSFs are: support from top management for teamwork, fair profit assumptions, conflict identification, team building session, previous work experience, provisions for continuous improvement, and the establishment of the problem-solving process. Cheng et al. (2000) identified factors vital to the success of partnering construction project. Among the identified factors are conflict resolution, effective communication, adequate resources, long-term commitment, management support, coordination, mutual trust, and creativity. Cheng and Li (2001) discovered that open communication, mutual trust, top management support, and effective coordination are factors affecting partnering project successful completion. Hansen-Addy and Nunoo (2014) researched partnering in the UK; they discovered that effective communication, mutual trust, competence, and sufficient information flow, openness and integrity of communication are factors critical for running successful partnering construction projects. Dikmen et al. (2008) empirical studied critical factors leading to successful partnering projects, among the factors, among the identified factors are clearly defined roles and responsibilities, partner selection, cooperation among partners, dispute resolution, mutual decision-making, effective communication, coordination, and trust among partners. All these studies considered project success in totality without isolating quality.

Partnering project quality is affected by a vast number of issues; eradicating these problems required overcoming these issues. All the key stakeholders in a partnering project need to understand the requirements for quality to be achieved. Quality is achieved when there is a harmonious working relationship between parties (Matthews et al., 2000). Mathew et al. (2000) ascertained that partnering provides an avenue to improve productivity and quality attainment through construction design process, communication and buildability provided. Partnering working relationships encourages technology transfer within an organisation at an affordable cost because partnering provides the opportunity to obtain quality management expert skills from their partners. This technology transfer improves quality performance.

In the construction projects such as partnering, effective communication cannot be over emphasized. Therefore, for a construction project to be successful all the professionals on the contract must communicate effectively (Tipili et al.,
All key stakeholders need to possess communication skills. With these skills, project difficulties can be resolved, exchange of ideas, and visions are facilitated. Good communication is a key aspect of partnering relationship. It helps in understanding partners’ need and building mutual trust. A good communication system mitigates risks and increases reputation of all concerned parties. Keeping a good communication system would avoid ambiguous situations and discrepancies occurring at all times (Wong et al., 2008). Absence of effective communication creates fear of betrayal and exploitation, which may lead to avoidance of commitment to the team. Project mission in which clear project objectives and directions are made known to the project team is guarantee through some form of communication. Through open communication, project issues can be solved immediately in the early stages before it goes out of hand (Cheng et al., 2000). Albanese (1994) concluded that partnering enables the parties not only to communicate more effectively regarding quality issues, but also helps to develop a quality consciousness amongst all concerned. Communication leads to the earlier recognition of potential problems.

In addition, top management support toward the project is imperative and is crucial towards attainment of project success such as quality. In construction or any other businesses, decision making is crucial in achieving results, and top management plays an important role in this process. The success of any key decision made in the process is depend commitment and support of top management (Zakuan et al., 2012). Quality attainment is an importance issue that no management can afford to assign it to ordinary people. Therefore, the top management needs to play a crucial role by making available all the necessary resources, establish quality policy as well as communicating it to all stakeholders, establishing a quality management structure and managing the entire process through close monitoring and evaluation. Moreover, participants’ commitment plays a vital role in ensuring success or failure of construction projects. Success of a project is influence by commitment of the participants. If there is active involvement of all key project parties, there is more likelihood for the project to be completed within budget, on time, and with the least number of work defects (CII, 1991).

Availability of competence project team is crucial for quality attainment. A competence partner delivers the project in a quality manner. The level to which business transactions meet performance expectations is referred to as competency. Tang et al. (2009) identified past experience, selecting the right partner, improved collaborative culture, long term relationship commitment, leadership capabilities, adequate resources, effective coordination, early project planning and motivation, availability of the required technology and training, a clear project mission, early involvement of all key project parties, and problem solving ability as factors leading to successful quality performance in partnering project. The key factors of quality improvement in partnering relationship development is continuous improvement and partnering tools. While Albanese (1994) pointed out that good relationship quality influence quality of work undertakes in any partnering project. Kubal (1994) also highlighted that acting consistent objectives, top management support, and effective communication play vital roles in achieving successful partnering in term of quality.

In partnering project, teamwork is a critical factor for attaining project quality. For the relationship between contractor and client to be successful, there should be attitudinal and behavior change and a commitment in the concept of teamwork (Abudayyeh, 1994). Abudayyeh, (1994) identified six factors involve in accomplish quality partnering project, namely mutual agreement on aesthetic standard, timely send of the revised plans to appropriate person, provision of quality material, timely project inspection, early problem identification, and use of competent craftsmen and communication.
**Research Methodology**

This study was conducted using quantitative research approach via a structured questionnaire survey, since it allows access to a large number of respondents. Literature was comprehensively reviewed at the commencement stage of the study to identify critical factors leading to partnering project quality performance and four experts were interviewed as pilot study to ascertain the relevant of factors identified through literature review to the study area. They were selected from the list gotten from the Bureau of Public Procurement (BPP) office for interview because of their handfull experience on partnering projects. The experts are senior management staff in their various organization and have partook in those partnering projects, in-charge of quality management, and more than ten years partnering experience. Based on their comments and observations the list of critical factors were refined. Finally, thirty-two critical factors influencing partnering project success in term of quality in Nigeria context were derived.

The questionnaire is split into three sections. The first section presents demographic characteristics of respondents. The second part of the questionnaire contained 32 items of partnering project critical factors influencing the success of partnering projects in which respondents requested to assess their level of agreement on five points Likert's scale. The third part is about quality performance outcome, in which the respondents were asked to assess the quality performance of the nominated completed partnering projects and assess them on a five-point scale. The respondents were asked to indicate their level of agreement with of each CSFs on a five-point Likert’s scale as influencing the quality performance of partnering project. The respondents were asked to rate the successful completion of their projects (in terms of quality) on a 5 point Likert’s scale ranging from 1 = strongly disagree to 5 = strongly agree. The questionnaire was designed to establish the relationships between quality performance and partnering CSFs. Idoro, (2010) asserts that the quality of a construction project can be assessed in two categories namely: objective and subjective. This study was conducted using subjective assessment due to nonavailability of hard data on quality in the study area, similar approach was employed in Jha & Iyer (2006).

The list of partnering projects executed since 2003 were sourced from the authorized desk official Federal and State Bureau of Public Procurement (BPP) offices in Abuja and Lagos, Nigeria. BPP is the authority coordinating contract documentation and awards in the study areas. From this list, 88 partnering projects executed (consist of building and civil engineering projects), from which the names and addresses of stakeholders' organisations were extracted. The assistance of senior management staff in their various organization were then sought by the researcher to distribute the questionnaire to those professionals that have partnering experience and participated on partnering projects development before and understand key factors to achieve quality performance in project execution. Since limited number of projects has been executed through partnering since its inception in 2003, therefore, there is no year limitation in this research.

These two study areas (Lagos and Abuja) were purposively selected based on the volume of partnering projects there and for convenience purposes. The questionnaire was administered to the construction professionals such engineers, architects, builders, and quantity surveyors that participated on those projects. 155 questionnaires were administered to the professionals in Abuja and Lagos, 113 questionnaires were returned, and 102 were analysed, eleven dropped for incomplete information.

The respondents were grouped into consultants, clients or contractors, being the three recognised organisations in the study area. The mean of each factor was computed and ranked. The statistical tools employed are descriptive, Kruskal-Wallis, and Ordinal logistic regression with the aids of SPSS.
Data Analysis and Discussion

The respondent's demographic information reveals that the clients 24 (23.8%), contractors 34 (33.7%) and consultants 43 (42.5%). The respondents working experience reveals that 13.9% of the respondents were less than five years, 19.8% respondents had 5-9 years of experience, 26.7% respondents had 10-14 years of working experience, 25.2% respondents have 15-19 years of experience, and 14.4% respondents have more than 20 years of experience. The respondents are Architects, Quantity Surveyors, Builders, and Engineers.

Thirty-two identified factors influencing the quality of partnering projects and their means scores computed as shown in Table 1. The five most ranked factors influencing quality in descending order are effective communication among the project team, adequate briefing, top management commitment to quality, effective coordination, and competent project team. Those factors having p-value greater than 0.05 indicate there were agreement on them. In testing the agreement in ranking the factors only four out of the thirty-two have their p-values less than 0.05, they are experience, design decisions based on the value of work rather than cost, early involvement of all key players, and learning climate and creativity. The researcher is not surprised about the disagreement on these items since the respondents belong to different organisations with different roles and responsibilities, different partnering projects, and also individual with a different perception.
The factors identified (independent variables) were run through ordinal regression using SPSS software. Therefore, complementary log-log link function was adopted in line with Elamir and Sadeq (2010), since they fall in upper categories. The outputs reveal that four out of the thirty-two factors have a significant influence on the project quality. They are acting consistently with objectives, commitment and support of management, effective monitoring and evaluation, and conflict resolution techniques, since their p<0.05 as shown in Table 2. This implies they are contributors to the project success in terms of quality performance.

The model fits information test outputs show that log Likelihood ratio (-2LL) =441.137, chi-squared=58.218, and significant at 0.003 (p<0.05), indicating a significant improvement over the one without predictor variable (intercept value) as shown in Table 3. Similarly, the deviance
chi-squared goodness of fit had a non-significant value (p>0.05), indicating a well-fitting model. Furthermore, the pseudo-R-square test, revealed that Cox and Snell R-squared value =0.750 while Nagelkerke R-squared value =0.773, these imply that they explained 75.0% and 77.3% of the variation in the dependent variable respectively. The test of parallel line revealed a non-significant value of 0.075, implies that the slopes of the independent variables were the same for each level of the outcome variable.

Acting consistently with the objectives is critical to the quality performance in partnering project since p<0.05. This study finding is in line with Chen and Chen (2007) finding in a study conducted in Taiwan. For a partnering project to be successful, it requires a joint effort from all contract parties, and they should act consistently with the objectives. If the project participants act in line with the project objective, the project will not run off the track set regarding quality delivery. Commitment and support of management is statistically significant to quality performance outcome (p<0.05), therefore is a vital ingredient for a successful partnering project quality. The degree of top management commitment determines the quality management implementation to adopt. If the top management is committed to quality, quality will receive a higher attention over other criteria such as schedule and cost, and this will lead to cost and delivery performance in the long run. This study finding is in line with previous studies by Omran and Druica (2011). Ghaffari (2015) affirmed that the full support and commitment of management at the point of initiating partnering arrangement is vital for the success of partnering relationship. In addition, human resources development and selection of the project team are under the control of top management which can be used to improve quality of delivery.

Effective monitoring and evaluation are another factor having a significant influence on partnering quality performance p<0.05. This finding is in line with Chan et al. (2004), which asserted that regular monitoring of partnering process would lead to the partnering success since this action will prevent projects from slip out of focus. If there is proper monitoring, all the needed corrections would be noticed and rectified. Lastly, conflict resolution strategy adopted influenced the quality of partnering project. The conflict resolution strategy is a statistically significant predictor of partnering project success in term of quality. Through partnering workshops progress of work and conflict of interest are jointly evaluated and discussed, this improves the quality of the work.

<table>
<thead>
<tr>
<th>Predictor</th>
<th>B</th>
<th>SE</th>
<th>Wald</th>
<th>Df</th>
<th>Sig</th>
<th>95% confidence interval</th>
</tr>
</thead>
<tbody>
<tr>
<td>Acting consistent with objectives</td>
<td>0.530</td>
<td>0.255</td>
<td>4.324</td>
<td>1</td>
<td>0.038*</td>
<td>0.030 - 1.029</td>
</tr>
<tr>
<td>Commitment &amp; support of Management</td>
<td>0.630</td>
<td>0.240</td>
<td>6.885</td>
<td>1</td>
<td>0.009*</td>
<td>0.159 - 1.100</td>
</tr>
<tr>
<td>Effective monitoring &amp; evaluation</td>
<td>0.500</td>
<td>0.250</td>
<td>3.986</td>
<td>1</td>
<td>0.046*</td>
<td>0.009 - 0.991</td>
</tr>
<tr>
<td>Conflict resolution techniques</td>
<td>0.455</td>
<td>0.212</td>
<td>4.405</td>
<td>1</td>
<td>0.036*</td>
<td>0.029 - 0.861</td>
</tr>
</tbody>
</table>

Model Fit information:
-2log Likelihood = 441.137
Chi-square = 58.218
Sig. = .003

Goodness-of-fit:
- Deviance chi-squared = 439.751
  Sig. = 1.000 (sig >0.05, so the model fit well)
- Pseudo- R-square:
  Cox & snell = 0.750
  Nagelkerke = 0.773

* Significant at p< 0.05
Conclusion
This paper set out to establish identified critical factors having a great impact on the partnering projects quality objective from the perception construction practitioners in Nigeria. The five most ranked factors critical to quality performance in partnering projects in Nigeria are effective communication among the project team, adequate briefing and clearly set project mission, top management commitment, effective coordination, and competent project team. The factors were established through the literature review and quantitative approach via a questionnaire administered to the construction professionals. Analysis was carried out on collected data using descriptive, Kruskal-Wallis, and ordinal regression. Further analysis shows factors affecting the quality of partnering projects in Nigeria context are commitment and top management support, acting consistently with the objectives, conflict resolution techniques, and effective project planning, monitoring, and evaluation. The findings are expected to make significant contributions to the Nigerian construction sector through improvement in the quality of construction project most especially partnering. The findings would provide feedback to the stakeholders in order to ensure effective management and quality partnering projects. For any construction practitioner who has quality as a priority should be acting consistent with the objectives, the management should be committed to partnering implementation, effective monitoring, and evaluation of the project, and joint conflicts resolution techniques should be adopted. Based on the findings the following recommendations are proposed:

All the participants in the construction project should embrace a cultural and behavioural change from adversarial to collaborative culture most especially top management for the quality performance to be improved. Qualified personnel should be engaged in all aspects of the project, and they should be properly monitored and control to accomplish specified quality project outcome.

There should be regular meeting to discuss the pressing project issues and maintain cordial relationship between the project team for conflict avoidance. The key stakeholders should be incorporated into planning and practice from the inception stage; it would assist in solving substantial amount of quality challenges. Through top management commitment, all the necessary quality policies would be put in place and project under management control would not be starved. Training of human resources would not be handled with levity, and the competent team would be arranged for the project.

The findings would be of great benefit to the construction industry, the practitioners, and decision makers and it would encourage the construction practitioners to implement partnering in future projects since the findings would create a better understanding of partnering implementation, through a better understanding of the best practices leading to successful partnering implementation on an aspect of quality.

The limitation of this study is that partnering performance measures were based on respondents’ perception due to lack of hard data. The second limitation is that the sampling of research is confined to cities other cities may have different results due to different environment condition. Future study can adopt an in-depth case study approach of investigating the factors influencing quality.

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