Title of Article: Factors Influencing Construction Clients’/Contractors’ Choice of Subcontractors in Nigeria

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Abstract: Arising from the recent shift in the attitude of main contractors to subcontract procurement in some of the developing countries of the world, this study presents the findings of the importance of factors influencing the choice of subcontractors by the clients and contractors. With a focus on three commercial nerve centres of Nigeria (Lagos, Abuja and Port Harcourt), findings were presented from 75 client organizations, 70 main contractors and 72 subcontractors from a total of 100 questionnaire to each category of the target respondents. The results of the relative index ranking technique indicate that five most important factors are: subcontractors’ past experience in terms of size and type of projects completed; subcontractors’ management resource in terms of formal and informal training; other related issues in terms of nature of contract and time of the year (weather), past relationships with the clients/contractors (past performance), and project facilitation in terms on labour/plant resources. It is concluded that greatest premiums should be attached to some of these factors for improved construction productivity.

Keywords: choice; clients; construction; contractors; factors; Influence; improvement; Nigeria; Project; Subcontractors.