

# Factors Influencing Bidding Strategy

**Prajakta Palkar<sup>1</sup> and Madhav Kumthekar<sup>2</sup>**

M. Tech, Department of Construction Management<sup>1</sup>

Associate Professor, Department of Civil Engineering<sup>2</sup>

Government College of Engineering, Karad, Maharashtra, India

**Abstract:** *The construction branch is one of the important branches for achieving the country's economy. So it is obligatory to find out a competent contractor among all, for successfully complete work. Construction bidding is the process of offering a proposal to undertake a construction project. And it is one of the methods for the selection of contractors. Bidding strategies vary from contractor to contractor and each contractor has a different view of the factors affecting their bid decisions. This study aims to find an effective strategy for the selection of competent contractors and bid evaluation. There are many factors that influence the bidding strategy. These factors influence depend on the situation when the research is done.*

**Keywords:** Construction Bidding; Strategy

## REFERENCES

- [1]. G. Eason, B. Noble, and I. N. Sneddon, "On certain integrals of Lipschitz-Hankel type involving products of Bessel functions," *Phil. Trans. Roy. Soc. London*, vol. A247, pp. 529–551, April 1955. (references)
- [2]. Adnan E. and Sami N. "Factors Considered in Bidding Decisions by Small and Medium size Contractors Contractors", *The Islamic University Journal (Series of Natural Studies and Engineering)*, ISSN 1726-6807, Vol.18, No.2,2010, 23 – 72
- [3]. Y. Yorozu, M. Hirano, K. Oka, and Y. Tagawa, "Electron spectroscopy studies on magneto-optical media and plastic substrate interface," *IEEE Transl. J. Magn. Japan*, vol. 2, pp. 740–741, August 1987 [Digests 9th Annual Conf. Magnetism Japan, p. 301, 1982].
- [4]. M. Young, *The Technical Writer's Handbook*. Mill Valley, CA: University Science, 1989.
- [5]. Banki M.T., Esmaceli B., Ravanshadnia M. "The Assessment of Bidding Strategy of Iranian Construction Firm", *International Journal of Management Science and Engineering Management*, ISSN 1750-9653, Vol. 4 ,No. 2, June 2008,153-160.
- [6]. Jennings E. and Holt G. "Prequalification and Multi-Criteria Selection – A Measure of Contractor's Opinions", *Journal of Construction Engineering Management and Economics*, ISSN 1756-5154 , Vol. 16, No. 6, 1998, 651-660.

