

In a joint venture, don't fish with strawberries!

How to develop the aligned incentives for both sides

Professor Eddie Obeng

It's another month. Another milestone missed. Another 'chat' you have to have. Another report you have to make to your boss explaining why the project continues to veer off track. .

It's bad enough trying to run a project in your own organisation but these joint ventures... Well you have no control over them, no ability to really influence. And showing them the contract seems to make no difference.....