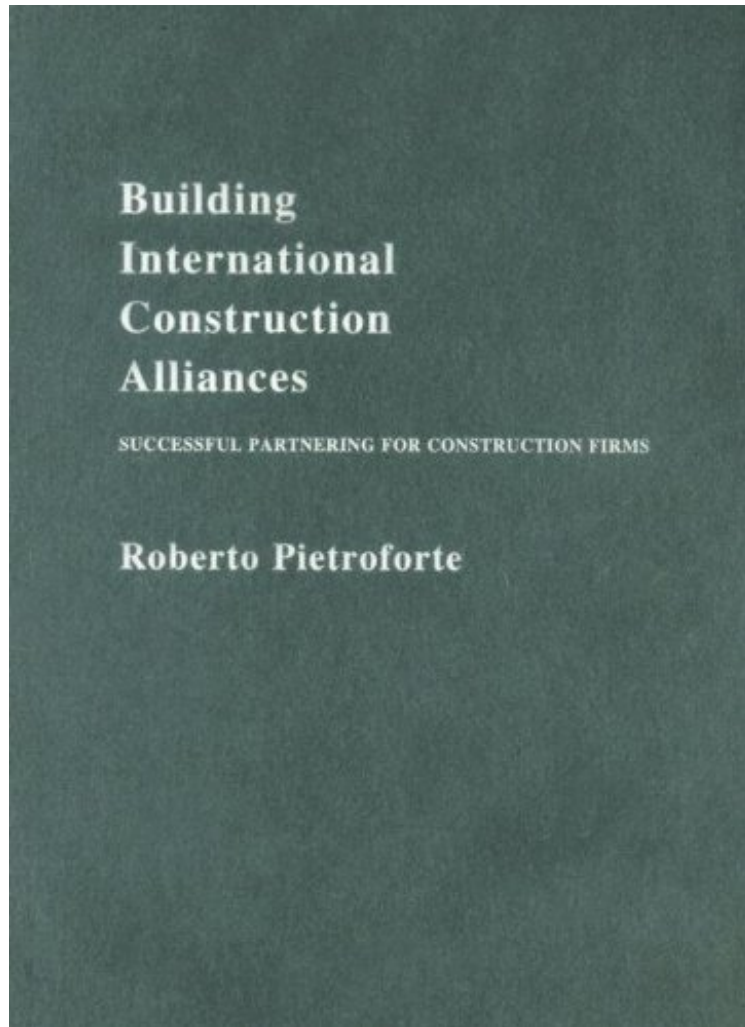


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## **Building International Construction Alliances: Successful partnering for construction firms**

*Roberto Pietroforte*

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Building International Construction Alliances is the first book to address the challenges of international cooperation between medium-sized construction firms. By presenting a case study of the historical evolution of Fratelli Dioguardi S.p.A. and Beacon Construction Company, and representative projects, Roberto Pietroforte offers the reader an understanding of \* the way successful firms adjust their strategic, organizational and operational settings to the

changes in their market environments \* the importance and advantages of international cooperation among medium-sized construction firms \* the necessary analytical background for developing long-term collaboration.

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