

*Appendix Four – Incentivisation  
Interview Questions*

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## Interview Questions

"I have to say that I would introduce, as early as possible in every possible project, a gain share between the client and the industry, with a target based upon an agreed set of parameters, plus or minus I would say 15%."

1. Egan used 15% for the gain-share pain-share. What do you feel about this?
2. Do you feel the percentages for pain and gain should be the same?
3. How do you feel this works?
4. Incentives are said to encourage the project to be brought in below budget. Does this mean the project is successful?
5. How accurate do you feel the target costs are?
6. How are the target costs calculated?
7. When is the best time to set the target cost?
8. Why is this the case?
9. Does the use of incentives provide the quality required by the client?
10. Do incentives work?