

*Appendix Five – Incentivisation  
Questionnaire Results*

---

	O1		O2		O3			O4				
	Project	Role	Experience	Early	Every	15%	Cost data	Objectives	Design	Attitude	Early	Pain Gain
Project A	Cost Manager	4-6 Years	1	1	2	3	6	9	2	5	1	
Project A	Cost Manager	1-3 Years	1	2	2	4	6	2	7	3	9	
Project A	Planner	1-3 Years	1	2	2	8	5	4	3	6	1	
Project A	Client	10+ Years	1	2	2	1	1	3	3	3	1	
Project A	Cost Manager	4-6 Years	2	1	2	3	5	8	1	4	5	
Project B	Project Manager	10+ Years	1	1	2	1	1	3	1	3	1	
Project B	Cost Manager	4-6 Years	1	1	2	4	2	1	9	3	8	
Project A	Cost Manager	0-1 Years	1	0	2	4	2	3	1	5	6	
Project A	Cost Manager	4-6 Years	1	2	1	6	4	8	3	9	5	
Project A	Cost Manager	4-6 Years	1	1	2	8	1	2	9	3	7	
Project B	Project Manager	1-3 Years	2	2	2	9	2	3	6	1	5	
Project B	Project Manager	4-6 Years	1	2	1	8	1	4	6	7	5	
Project A	Cost Manager	1-3 Years	1	2	1	5	6	1	3	4	7	
Project A	Civil Designer	1-3 Years	1	2	1	5	4	3	8	1	7	
Project A	Contract Manager	4-6 Years	2	2	2	9	1	6	3	7	4	
Project A	Project Manager	7-9 Years	1	1	2	5	4	6	2	8	3	
Project A	Contract Manager	4-6 Years	1	2	2	5	1	1	6	8	7	
Project A	Proposals Manager	7-9 Years	1	1	1	8	10	9	2	6	7	
Project A	Designer	7-9 Years	1	1	2	9	1	8	4	10	6	
Project A	HSE Advisor	4-6 Years	1	1	2	8	8	7	9	6	7	
Project A	Contract Manager	10+ Years	1	1	1	8	9	4	5	3	7	
Project A	Cost Manager	1-3 Years	1	1	2	1	1	1	1	3	1	
Project A	Quantity Surveyor	7-9 Years	2	2	2	4	6	5	1	3	8	
Project A	Contract Manager	7-9 Years	1	1	2	5	1	4	8	9	3	
Project B	Client	7-9 Years	1	2	2	5	4	3	7	9	8	
Project B	Project Manager	7-9 Years	1	2	1	8	6	3	2	10	9	

ID	O4			O5						O6				
	Mutual	Risk	Contractor	Other	a	b	c	d	e	f	Budget	Quality	Accidents	ID
300969	8	4	7	0	2	6	4	4	1	4	1	2	6	300969
301171	8	5	1	0	3	5	4	2	1	4	1	2	4	301171
300868	2	7	9	0	2	3	4	4	2	4	3	1	5	300868
300263	1	1	1	0	3	6	1	1	1	3	1	1	1	300263
300767	2	7	9	0	2	5	5	3	2	2	2	3	1	300767
290260	2	2	1	1	3	5	4	2	2	1	3	1	1	290260
300160	5	6	7	0	1	6	6	2	1	1	1	3	5	300160
301070	7	8	9	0	4	7	2	0	5	2	2	1	6	301070
300565	2	7	1	0	3	3	4	4	1	3	1	4	5	300565
301272	6	4	5	0	2	3	3	2	1	2	2	1	3	301272
290161	7	4	8	0	3	6	4	3	1	1	1	2	5	290161
290362	2	9	3	0	2	2	3	3	1	2	1	3	5	290362
300464	10	8	2	9	1	6	1	1	1	2	4	1	2	300464
301474	2	6	9	0	2	4	3	2	3	4	2	4	1	301474
301575	2	8	5	0	1	7	5	5	2	1	2	4	1	301575
301676	1	7	9	0	4	2	1	3	1	4	5	3	1	301676
301777	2	3	4	0	4	6	7	6	2	7	5	3	1	301777
301878	3	5	4	1	2	7	2	3	2	6	3	5	1	301878
301979	3	2	7	5	3	2	3	3	1	3	3	2	1	301979
302080	8	7	8	0	2	4	3	0	0	2	6	7	8	302080
302282	1	2	6	0	2	4	5	3	3	5	2	3	1	302282
302181	1	5	1	0	5	1	1	2	1	1	1	1	1	302181
302383	7	2	9	3	1	7	4	0	1	6	6	5	1	302383
301373	6	2	7	0	4	6	3	3	1	3	3	4	1	301373
290564	2	6	1	0	5	5	2	6	7	4	2	1	4	290564
290665	7	5	1	4	6	6	5	2	1	6	0	0	0	290665

ID	O6					O7
	Defects	Time	Disputes	Team	Other	
300969	5	3	4	7	0	Most
301171	6	3	5	7	0	Most
300868	4	2	7	6	0	Most
300263	1	1	3	2	0	Most
300767	4	5	7	6	0	Most
290260	1	2	3	3	2	Some
300160	4	2	7	6	0	Some
301070	3	4	5	7	0	Most
300565	6	2	3	7	0	All
301272	4	5	6	7	0	All
290161	7	3	4	6	0	None
290362	6	2	4	7	0	Most
300464	8	3	7	6	5	None
301474	5	3	6	7	0	Most
301575	5	3	6	7	8	Most
301676	2	4	7	6	0	Some
301777	2	4	6	7	0	All
301878	6	4	7	2	0	Most
301979	6	4	5	7	0	All
302080	6	6	6	7	0	Most
302282	4	5	7	6	0	Most
302181	1	1	1	1	0	None
302383	7	4	3	2	0	Most
301373	5	2	6	7	8	All
290564	5	3	6	7	0	Most
290665	0	0	0	0	0	Some