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## DECOMPOSITION OF QUANTITY SURVEYING PROFESSIONAL SERVICES FOR FOCUS STRATEGY AND ASSORTMENT

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### **SUMMARY**

*Despite the fact that many studies have targeted on method in quantity surveying (QS) professional carrier businesses, there hasn't been lots of research on a way to phase QS expert services. This study intention is to decide the way to separate QS services for method advent and diversification. Layout, technique, and strategy - A straightforward random sampling procedure was hired to select individuals in this study which takes a positivist role. Registered professional QS were given a total of 110 questionnaire; seventy-nine of those questionnaires were retrieved for examination.*

**Findings:** *the article distinguishes QS provider categories with low, slight, and high levels of competition. Additionally, this study found that the refusal of QS professional provider agencies to turn into no construction industries like oil and gas is the reason of the concentration of traditional QS services within the building production area. The implementation of agile strategies is important for the diversification of QS offerings within the low-competitive class.*

**Research boundaries/implication:** *to do numerical analyses, qualitative studies can be had to complement the future.*

**Practical ramifications** - *this will be useful to QS expert carrier businesses trying to increase into non-creation sectors in order to higher charge their offerings.*

**Originality/fee** - *to improve the pricing of QS expert services, segmenting QS offerings is crucial whilst developing a focal point method for industries other than creation, which includes oil and fuel and mining.*

**Key Phrases:** Professional Quantity Surveyors, Diversification, Amount, Surveying, Professional, Segmentation, Pricing, Competitive Advantage, Strategic Control, And Strategic Control

## INTRODUCTION

Many studies neglected the non-allied construction professionals on the attention degree of quantity surveyors' roles and amount surveying career in well-known. Consequently, this study tends to filling this knowledge hole via appraising the belief of quantity Surveying career by using Non-allied creation professionals in Nigeria, as a way to determining the extent of awareness on the lifestyles and roles of the quantity surveyors in Nigeria. Terrible quality of drawings posed the best project due to the fact maximum quantity Surveyors (QS) were of the view that on every occasion drawing aren't nicely supplied they discover it hard to acquire the records from another source for quantification purposes. The factors of drawings complained about encompass negative dimensioning, negative harmony among architectural, structural and offerings drawings, lack detail drawings for creation. Those issues regularly compel the QS to wager, or allow provisional portions for positive aspects of work throughout dimension. The net impact is distortion of the information supplied by way of the amount file. The challenge is often minimized when the QS unearths himself on such projects of repetitive nature as he makes use of his revel in from previous projects to determine what portions are predicted from different tasks. In view that drawings are not produced with the aid of QS and venture Managers (who quantify the paintings), designers along with Architects, Civil Engineers and different engineers should usually have a feedback at the impact of the deficiency in drawings on challenge manage.(Fortune, 1994)Sustainable construction has led to adjustments inside the creation enterprise, wherein globalization has created a new paradigm of sustainable practice ensuing in growing call for sustainable new improvement and leading to green construction. Because the know-how of sustainable construction in Nigeria is still in its infancy, quantity Surveyors (QS) are suffering to respond to the inexperienced call for (Smart, 2011). Quantities of production paintings are used for several functions in construction. Pickens and Jaggat (2005) who are quantity Surveyors described 'size (quantification) as 'a technique worried with changing production drawings into phrases and numbers in accordance with a strict set of regulations. Commonly the quantities are compiled into invoice of portions that's used to establish the estimate for construction fee and subsequent management of the construction work. Many researchers have investigated the usage of invoice of portions in post tender strategies by contractors (Kodikara, 1993). This paper develops this study by means of searching on the challenges for the quantity Surveyors within the light of latest development, the quantifying work for production control in developing countries using Nigeria as a case-study the According to (Kazi,1999) assignment control has three additives which are cost manage, great/specification manage and time or schedule control. Time is key to the quantity surveyor. When he or she isn't out onsite, they're within the office managing the management – the paperwork. Invoices, fee packages, insurance documents, tenders – the listing goes on. Dealing with techniques manually using paper and spreadsheet-primarily based structures can absorb the majority of time for most commercial teams. While figures don't upload up – internally, or externally with clients and subcontractors – procedures get unnecessarily complicated and valuable time is inefficiently used. The economic group also has the obligation of making sure payment practices are creation Act compliant. Charge terms set out in the subcontractor agreement ought to be adhered to, with physical fee made by sure date. Failure to accomplish that opens risk to severe results, commonly resulting in delays, legal disputes and a damaged supply chain. Controlling consists of putting target, monitoring comparing and taking movements to make sure the project goes as planned (Harris, 2005). Charoengam (1999) opines that powerful supply chain control is fundamental to the success of a production project. Robust supplier relationships guarantee the fine skilled group of workers on the task, making sure key project cut-off dates are met. Maintaining strong deliver chain relationships makes it less difficult to select dependable subcontractors for repeat work.

Effective control of production works entails acquisition of information associated with the quantity or quantity of labor that's used to set the budget and screen it. Out of the 3 steps of manage (that are setting goal, tracking and movements), placing of target and monitoring often require quantification of the works. The report wherein the quantity of labor is presents noted in this paper as the amount record. The amount document comprises of each numeric portions and outline with all the inherent specifications. The descriptive component of the document (e.g. Invoice of quantities)is used to discover the paintings object under attention even as the numeric component communicates the quantity of labor involved. (Brook, 2004) it could be inferred from Kodikara (1993) that the amount in production establishments consist of invoice of portions, fabric schedules, and labor schedules. Other amount files in use encompass elemental fee plan (and portions), superficial floor regions, cubic quantity, storey enclosure price and many others (Ashworth, 2004).

### **Records of Quantity Surveying in Nigeria**

The starting place of Quantity Surveying as a profession commenced with the British (Odeyinka, 2006; Oke, Timothy & Olaniyi, 2010). The Nigerian Institute of Quantity Surveyors become based in 1969 by a collection of Nigerians who skilled, certified and practiced inside the United Kingdom but upon returning to Nigeria sensed the pressing need to increase the profession of quantity Surveying in Nigeria through establishing a parallel frame to the Royal group of Chartered Surveyors of United Kingdom. The profession of amount Surveying is practiced in Nigeria alongside the equal sample as in the United Kingdom and different Commonwealth countries (NIQS, 2004; Odeyinka, 2006; Oke, Timothy & Olaniyi, 2010). In America, they are referred to as price Engineers. Quantity surveying features are carried out in other international locations underneath a ramification of names. For this reason, the position is common. In line with NIQS (2004) the regulated and different Professions (Miscellaneous Provisions) Act 1978 identified amount Surveying profession as one in all the scheduled Professions whilst the decree No.31 of 1986 gave prison backing and recognition to the quantity Surveying profession and additionally setup the Quantity Surveyors Registration Board of Nigeria (QSRBN) to adjust the profession.

### **Idea for Measuring Challenge of Quantification**

The task of quantifying creation paintings is identified as without delay associated to the severity of problem encountered and frequency at which it takes place. The following mathematical relation is adopted to provide an explanation for the assignment that quantity surveyors and mission managers face in quantifying construction paintings for the cause of assignment manipulate.  $\sum = \text{Frequency} \text{ hassle of Severity} \times \text{Challenge of diploma}$   $\sum \times = \text{frequency}$ . The severity of a hassle encountered during measurement takes into consideration the contribution of the hassle to the distortion of the information furnished by way of the amount file because of the quantification method as well as the benefit with which the hassle might be avoided or fixed. The frequency of incidence of the hassle therefore acts as a weighting of the challenge posed via the hassle. The challenges posed via the various troubles in addition to the troubles themselves are consequently defined as 'very intense', 'intense', 'moderate', 'minor' and 'insignificant'. The frequency of prevalence of a problem is described as 'always', 'very frequently', 'frequently', 'every so often' and 'by no means'. Those descriptors are assigned numbers on a five-point interval scale of 1 to 5. Similar technique is used to degree the severity of a trouble. The assigned numbers are used to perform quantitative calculations and the outcomes interpreted with the descriptors 3136CIB World constructing Congress 2007.

### **Demanding Situations of Quantity Surveying Practice in Nigeria**

The Nigerian Society, even though fairly enlightened, remains constrained within the awareness of the duties of the Quantity Surveyor as enumerated above. In different words, the level of the country's technological improvement and cognizance determines the Nigerian Quantity Surveyors' level of development. That is pretty low for the time being. There's inadequate ICT understanding and skill on its use to facilitate paintings approaches, search for records and the advent of good enough and appropriate records base.

### **Lack of Expert in Quantity Surveying Exercise:**

with respect to various fields inside the production industry together with: building services; Oil & gas enterprise; Engineering Works; challenge, Programme and Facility management; Public private Partnership; danger control; etc.

### **Lack of Expert Proficiencies and Exposure:**

Lack of popular recognition of the roles of quantity Surveyor inside the creation industry; want to correctly put in force policies and manage of quantity surveying exercise; inability to meet with task time body; better customers necessities through growing complexity of current creation initiatives; dangerous competitions from different experts; poor remunerations; Compliance with complicated and stringent standards of professional exercise; retaining abreast of the dynamic and converting environment of exercise and coping with stringent legislation.

### **The Authorities, Being the Biggest Employer:**

The offerings of the Quantity Surveyors in the interim, reflects the attitude of the Nigerian Society. This to a big volume has determined the mindset of the Nigerian Society to the duties of the amount Surveyor and the exercise of the career in Nigeria. Additionally, it determines the volume to which using the offerings and recommendation of the quantity Surveyor is put in the formula of the once a year budgeting workout via government. It's been a dependency by using the authorities to approve projects and launch warrants for capital grants allocations, even without coins backing. As a result, the performances of those projects aren't assured. The once a year sports of the national Rolling Plan and Capital finances Proposals<sup>6</sup> undertaken with the aid of Nigeria, with the exclusion of the services of Quantity Surveyors and their recommendation, have inherent weaknesses, which spell failure for venture planning and improvement. The perceived weaknesses are: –

- Tasks are proposed without specific making plans and therefore the scope and fee parameters aren't any more than “guestimates”
- The device for tracking vested inside the countrywide making plans commission is faulty, as it has no sanction for inaccurate reports.
- The instrument has no provision that tracking must be performed by means of professionals in the disciplines appropriate to the traits of the venture(s).
- There may be no indication that provisions are made for sanctioning time and value mal-performance of projects through any public agency or officer.
- Tasks can be deserted via successive administrations, chief Executives and Accounting officers without any sanction.

Except for projects done with the aid of some Parastatals, funds no longer devoted by means of December 31 of a financial are deemed to have lapsed and new provisions are expected to be made in respect of that project in a succeeding yr. However, budgetary proposals might have been made and efficaciously defended among July and September of that year. This allows a loophole for duplication of expenditure on factors of that mission, if dealt with by

means of a team of fraudulent people. Acclaim for public initiatives isn't always primarily based, as some distance as may be seen, on any perceived stock of public capital formation of that description. Consequently, one observes an array of capital waste within the area within the form of completed but unused or, uncompleted and deserted structures and infrastructure. Time and value Performances of initiatives in our society were observed to be unpredictable. Perceived mal-practical reasons are: –

- poor definition of project goals/scope,
- Exclusion of relevant experts on the level of defining undertaking goals,
- inadequate documentation previous to tendering/detailing,
- delay in choices via clients and specialists,
- poor production planning and/or planning technique, making time management hard and inefficient,
- Inefficient undertaking control, mainly in variation administration

The traits of Public Capital initiatives 7 in Nigeria are adjudged the worst within the developing world because of many reasons, none of which will pay tribute to the experts answerable for the challenge control, supervision and tracking of which the quantity Surveyor is a part of. In lots of instances, we pay attention a number of our colleagues deposing that no better exceptional may be obtained in a specific exchange in that place.

## **METHOD**

### **Sampling Manner**

In deciding on the pattern length quite a number of things need to be taken into consideration, Which include self-belief in records, margin of errors to be tolerated, form of evaluation to be undertaken and populace size. It is a well-known rule to have as big a pattern as feasible to reduce the possibility of errors and to generalize with recognize to the population. The criteria used to pick out the pattern length for the consultants are: the company should be registered, have supervised distinct instructions of contractors on greater than 5 initiatives, at the least one venture for every contractor. Moreover, the company ought to have less than 5 years of revel in inside the creation enterprise. At the same time as for widespread demanding situations this wanted greater skilled consultants of which the criterion taken into consideration turned into that, the company must have greater than 10 years of experience within the construction industry. The list of newly installed quantity surveying corporations obtained from the QSRBN (2008) indicated 28 corporations, of which 15 were randomly selected. Five interviews had been carried out to consultants.

### **Studies Methods**

To obtain the number of data for this study, the questionnaires have been allotted to the director of every of the quantity surveying companies. Comply with-up interviews were additionally conducted with the director of every of the quantity surveying corporations. A complete of 15 questionnaires had been allotted to experts with much less than 5 years' experience, and interviews have been conducted with 5 (5) experts with greater than ten years of enjoy with a purpose to identify trendy demanding situations.

## **FINDINGS AND DIALOGUE**

Respondents have been furnished with lists of some demanding situations faced by using the newly mounted quantity surveying corporations in securing jobs as identified in the literature evaluate, whereby the respondents had to agree or disagree if his/her firm stories the ones demanding situations.



**Questionnaires Were**

Returned, upon which the discussion is based totally. The outcomes are as shown in Table underneath and the dialogue of findings thereafter

Role	Number of Respondent	Percentage (%)
Lack of specialist in Quantity Surveying practice	13	43.34
Lack of professional proficiencies and exposure	7	23.33
Government, being the largest employer of the profession	10	33.33
total	30	100

From the table above, 43.34% of the respondent agreed that Lack of specialist in Quantity Surveying practice is contribute to the decomposition of the QS profession in Nigeria, 23.33% of the respondent believe that Lack of professional proficiencies and exposure is the key to the particular problem, 33.33% said being the government as largest employer of the profession is the main reason the profession is not growth as it supposed to be.

**Low Prices Charged by Way of Other Competitors**

All respondents as proven in desk 3.1 identified this as a crucial hassle to quantity surveying profession. The study revealed this to be the dominant project over the other. Most firms are charging prices lower than the minimal obligatory fee set through the QSRBN; this has been a outstanding undertaking to maximum newly mounted corporations. The motive is probable to be the growth in the price of creation, because of improved fabric fees and labor shortages, which have placed great monetary pressures on developers, who're now trying to find ways of decreasing their capital expenditure. Clearly this tends to encourage builders to search for the bottom feasible price for all services. As a result order for a company to be sure in securing tasks they commonly tend to lower their charges. Moreover, they do not abide with the price scale set through the QSRBN because they allow them to rate any amount as it does not mention exactly the minimum rate that need to be charged.

**Lack of Specific Statistics Throughout the Expression of Interests**

Eleven (11) respondents out of twelve (12), that's ninety-two% of respondents agreed. That is due to the fact statistics given to them during the invitation for expression of hobby is inadequate for them to bring together calculated proposals. At some point of the expression of hobby, consultants are required to publish the economic thought protecting remuneration of the staff and reimbursable expenses, additionally technical proposals ought to be submitted which covers the paintings plan, experience, work schedules and methodology. With this example so as for a representative to arrive at likely and affordable proposals, they want to be supplied with distinct facts concerning the projects specifically in larger initiatives. They even counseled that they ought to as a minimum be provided with sketches.

**CONCLUSIONS**

Springing up from the questionnaire survey and the non-public interviews, it has been determined that the preferred methods through which Quantity surveying companies market their offerings to customers are through expression of interest, observed by way of phrase of mouth, and finally through signal boards, plaque and letterheads. The overall demanding situations faced via quantity surveying firms are elevated opposition inside the subject and increased customer expectations. However, the information revolution, globalization and

international monetary growth, new knowledge regions and new abilities face QS practices. furthermore, enlargement of understanding and mastering, and understanding workers proved to be the least demanding situations encountered via quantity surveying firms. The particular challenges faced by newly hooked up amount surveying companies in securing jobs are, low prices charged with the aid of competitors, inadequate information all through the expression of hobby and Quantity surveying advertising ethics. Lack of experienced personnel, favoritism and corruption, and opposition from current corporations constituted lesser challenges. Moreover, the interviewees brought that there may be a contradiction between the QSRBN bylaws and public procurement policies in phrases of charge scales.

### **RECOMMENDATION**

It's the position of the QSRBN to create and ensure a conducive running environment on the way to nurture the career and produce its performance benefit in the market. The critical query to be solved here is "can they make the leap, and end the perception that newly set up companies can't perform better. To enhance that, the frame ought to sell and ensuring meaningful partnership in the course of securing projects.

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