

ABSTRACT

This is a study of engineering consulting firms in Malaysia that aspire to be major players in the competitive local and regional engineering and construction industry.

Engineering consulting firms play an important role in the economic growth and development of a country. This is because of the direct contribution of the services to the design and implementation of investment projects, and together with the inter-linkages they produce between the different parts of the economy.

The study identifies and evaluates some of the major management practices and problems faced by the industry in general and the companies in particular. A business analysis is conducted on an established engineering consulting firm and a new small-sized firm, with the objective of formulating strategies and recommendations to enable the companies to deal with their problems. Moreover, the study recommends methods for the companies to employ their resources efficiently to achieve growth and continuity.