

The Sonny Astani Department Of Civil and Environmental Engineering

Presents

## “Strategic Alliances in Emerging Markets:

## A Perspective from International Construction Industry”



**Monday, April 13, 2015**

**VKC 100, 4:30-5:30pm**

### **Abstract**

The presentation discusses strategic alliances used in the international construction industry, while focusing on reasons, processes, types, success factors and pitfalls in relation to such alliances. The speaker illustrates these topics with specific project examples from his experience in the emerging markets.

### **Speaker**

Mr. Emrah Ergelen is an entrepreneur and a professional with a 20-years experience in the international construction industry in Eastern Europe, the Middle East and Northern Africa. He is currently the Vice President of Arge Construction, co-founded by him in 2005 as a spin-off from his family firm Hazinedaroglu, for which he has worked between 1995-2005. During his career Emrah managed 19 strategic alliances, all of which were international. He holds a MBA from Bocconi, a MS in Construction Engineering and Management from MIT and a BEng with Honours in Civil Engineering from Nottingham.