

June Industrial Organisation SIG - Alliance Contracting Update

Date

14 June 2011

Time

5:30 pm - 7:00 pm

Venue

Saint Columba Centre,
40 Vermont Street,
Ponsonby, Auckland

Details

[Industrial Org SIG](#)

ALLIANCE CONTRACTING UPDATE With Dr. Iain McCormick

Organisational psychology is revolutionising large-scale procurement through the use of alliances.

Alliance contracting is a collaborative arrangement that integrates the client (e.g. a motorway agency), an engineering consultancy and a contractor into the same team. The key features of alliances include commercial incentives for the development of a high performance team in a no-blame culture where the focus is on breakthrough project performance.

Iain McCormick first became involved in alliance coaching in 2008 and has participated in many alliances since that time. These have been in electricity distribution, the military, roading and health.

Alliance coaching involves the use of an independent professional typically trained in psychology to assist in the development of the high performance alliance team in a wide range of areas. The alliance coach can have the following involvement:

- Client training and education
- Contractor non-cost selection
- Alliance project team selection
- Alliance governance board start up and development
- Alliance management team start up and development
- Alliance management coaching
- Alliance team health checks.

Iain shares his experience of the highs and lows of alliance coaching, what works and does not work and why!

Dr. Iain McCormick

Dr. Iain McCormick heads the Executive Coaching Centre Limited in New Zealand. Prior to this he was:

- Consulting Partner in Deloitte working in Canada and New Zealand
- Managing Director of Aon Human Resources Consulting, Hong Kong.

He has twenty five years of human resources and operations consulting and coaching experience in the Asia-Pacific Region. His clients includes: Alcatel, ANZ, Beca, BNZ, BP, Chapman Tripp, Fletcher, GE, Goldman Sachs, Health Alliance, KMPG, Marks and Spencer, Maunsell, MWH, NZ Defence Forces, Rabobank, Reuters, Simpson Grierson and Westfield. He currently coaches a range of boards of directors, chief executives and other senior managers in New Zealand, Australia, the United States and Hong Kong. Iain has built and runs the web-based DirectorEvaluation.com System. He has taught in the Auckland University Business School in the areas of People Management, Human Resource Management and Learning and Development. He chairs the board of an Auckland manufacturing company and is a director in a small medical devices start up company.

Iain McCormick holds a Master of Social Science with First Class Honours, a Diploma in Clinical Psychology and a PhD in organisational psychology for his research in the area of work stress. HRINZ New Member & Guest Vouchers may be used at this event!

Prices

HRINZ Members

\$26.09

HRINZ Student Members

\$8.69

Non Members

\$34.79

Note

All prices exclude GST

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