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# Underlying Knowledge of Construction Management Consultants in China

Xin Hu<sup>1</sup>, Bo Xia<sup>2</sup>, Kunhui Ye<sup>3</sup>, and Martin Skitmore<sup>4</sup>

## ABSTRACT

To meet clients/owners' multidimensional and changing requirements, construction management consultants (CMCs) ought to possess a diverse and dynamic knowledge structure. In China, although the population of CMCs has grown to the point of their being indispensable in the industry, their knowledge structure has not been explored explicitly. The study presented in this paper investigated this by first conducting a comprehensive content analysis of the curricula of the highest ranked construction management university courses in China. This was followed by in-depth interviews with experts, resulting in the identification of 22 main knowledge areas that can be grouped into technology, economy, management and law. A questionnaire survey was then conducted among 115 experienced CMCs to evaluate the current level of knowledge in these areas together with their importance and need-for-improvement. The main findings demonstrate the significance of the identified 22 knowledge areas, and they also need substantial improvement in practice. The research has practical implications for China's CMCs to develop necessary knowledge and the extent to

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<sup>1</sup> Xin Hu - Visiting research student, Research Center of Construction Economics and Management, Chongqing University, 83# Shabei Street, Shapingba District, Chongqing, China, 400045.  
Ph.D. Student, School of Civil Engineering and Built Environment, Queensland University of Technology, Garden Point Campus, 2 George Street, Brisbane QLD 4001, Email: [huxincqu@gmail.com](mailto:huxincqu@gmail.com)

<sup>2</sup> Bo Xia – Ph.D., Senior Lecturer, School of Civil Engineering and Built Environment, Queensland University of Technology, Garden Point Campus, 2 George Street, Brisbane QLD 4001, Email: [paul.xia@qut.edu.au](mailto:paul.xia@qut.edu.au)

<sup>3</sup> Kunhui Ye – Ph.D., Professor, International Research Center for Sustainable Built Environment, Chongqing University, Chongqing, China, 83# Shabei Street, Shapingba District, Chongqing, China, 400045.  
Email: [Kunhui.YE@Gmail.com](mailto:Kunhui.YE@Gmail.com); (corresponding author).

<sup>4</sup> Martin Skitmore – Ph.D., Professor, School of Civil Engineering and Built Environment, Queensland University of Technology, Garden Point Campus, 2 George Street, Brisbane QLD 4001, Australia.  
Email: [rm.skitmore@qut.edu.au](mailto:rm.skitmore@qut.edu.au)

19 which they need to be improved to provide a better quality of services in future.

20

## 21 **KEYWORDS**

22

23 Construction professional services, construction management consultants, knowledge  
24 structure, education, training, China

25

## 26 **INTRODUCTION**

27

28 The size of the construction industry in China has expanded rapidly in recent years. As an  
29 emerging business sector, construction management services (CMSs) offer professional  
30 services to clients/owners or on their behalf in managing the construction process. In addition  
31 to well-recognized services such as construction supervision, project bidding and quantity  
32 surveying, CMSs in general embrace all other consulting activities that are related to  
33 construction management with the intention of achieving predefined project goals (Shi et al.  
34 2014). These activities create value through successful generation and management of  
35 knowledge and relatively intensive inputs of technology and human capital (Styles et al 2005).  
36 The value creation of CMS matches the attributes of knowledge-intensive business services,  
37 thus CMS has been appreciated knowledge-intensive (Lu and Sexton 2007; Jewell et al  
38 2014).

39

40 According to the National Bureau of Statistics of China (2006-2013), the construction  
41 industry had experienced a 21.7 percent average annual growth over the period 2005-2012,  
42 with an output that had reached 13721.8 billion Yuan by 2012. The rapid growth of the  
43 construction industry has yielded a tremendous CMS market potential. For instance, the

44 revenue for construction supervision alone had an annual increase of 15.06 percent,  
45 amounting to 171.73 billion Yuan in 2012 (Ministry of Housing and Urban-Rural  
46 Development 2012). CMS prosperity in the Chinese construction industry attracts an  
47 increasing number of both domestic and international construction management consultants  
48 (CMCs) to run business in the country - significantly intensifying the market competition  
49 (Zhao et al. 2011).

50

51 To erect competitive advantages, it is necessary for CMCs to improve competence through  
52 knowledge acquisition (Ahadzie et al. 2008; Hwang and Ng 2013). First, clients/owners'  
53 demands for CMSs are unique, novel, and transient (Chinyio et al. 1998; Turner and Müller  
54 2003; Lindahl and Ryd 2007). CMCs' knowledge should enable them to provide  
55 clients/owners with quality services for to-be-built projects and to satisfy stakeholders'  
56 requirements effectively (Cheng et al. 2005). Second, it is CMCs' responsibility to resolve  
57 unanticipated problems on construction sites (e.g., quality, delay, cost overrun) and to realize  
58 project goals as expected by using multiple-disciplinary knowledge (Prahalad and Hamel  
59 1990; Ajmal et al. 2010; Liu 2012). Third, social concern over sustainable development calls  
60 for advancing traditional construction management goals - quality, cost and time with green  
61 construction practices (Hill and Bowen 1997; Du Plessis 2007). To this end, CMCs need to  
62 broaden knowledge to ensure that they are able to overcome sustainability challenges in the  
63 construction process (Hwang and Ng 2013). Lastly, recent years have witnessed the  
64 increasing complexity of construction projects in terms of building structure, function, and  
65 construction technology and process (Xia and Chan 2012). Knowledge advancement is  
66 needed to facilitate CMCs to improve service customization along with the development of  
67 construction projects.

68

69 While it has been recognized that CMCs have the importance of accumulating knowledge to  
70 improve core competence, there lacks academic efforts contributed to exploring the  
71 need-for-improvement of knowledge in practice (Edum-Fotwe and McCaffer 2000; Blayse  
72 and Manley 2004; Nitithamyong and Skibniewski 2004; Hwang and Ng 2013). Additionally,  
73 previous studies on CMCs' knowledge are more concerned with a general image of  
74 construction practices than the uniqueness of geographical construction markets (Russell et al.  
75 1997; Odusami 2002; Dogbegah et al. 2011). Given the proliferation and heterogeneity of  
76 CMSs in China, understanding the knowledge structure of CMCs is of importance and hence  
77 the motivation for this study.

78

79 In this study, construction management curricula adopted by Chinese universities that offer  
80 construction management programs were first examined to reveal the knowledge areas that  
81 CMCs are expected to have. These knowledge areas were refined through interviewing some  
82 experts. A questionnaire survey was then conducted to measure both the importance and the  
83 need-for-improvement of the proposed knowledge areas. Knowledge is indispensable to  
84 CMCs' skill set and has become integral to organizational competitiveness (Edum-Fotwe and  
85 McCaffer 2000; El-Sabaa 2001; Ogunlana et al. 2002; Nitithamyong and Tan 2007; Hwang  
86 and Ng 2013). It is thus envisaged that the research findings help China's CMCs understand  
87 their knowledge requirements and hence lead to their improved competitiveness.

88

## 89 **LITERATURE REVIEW**

90

91 The professional services that CMCs provide to clients/owners are knowledge-intensive  
92 activities (Miles 2005; NACE 2008). CMS involves architectural and engineering, technical  
93 consultancy (Muller and Doloreux 2009), non-engineering, and management planning (Ceran

94 and Dorman 1995; Russell et al. 1997; Edum-Fotwe and McCaffer 2000). The outspread  
95 CMS activities imply that CMCs' knowledge is determined by products, processes and  
96 people in the construction industry (Robinson et al. 2005).

97

98 Although clients/owners have dissimilar service demands, the fundamental functions of  
99 construction management that CMCs perform are similar, normally including integration,  
100 scope, time, cost, quality, human resource, communication, risk and procurement (Liu et al.  
101 2004). Nevertheless, to what extent CMCs have to acquire knowledge depends on the tasks  
102 they have been assigned and potential construction problems they are to encounter (Woo et al.  
103 2004). CMCs are assigned duties and they need to deal with the assignment through schedule  
104 planning, stakeholder management, cost engineering, human resources management,  
105 financing, information technology utilization, contract management, and communication  
106 (Edum-Fotwe and McCaffer 2000). It seems therefore to be that CMCs' knowledge should  
107 contain construction technology, cost saving techniques, labor management, programmer for  
108 delivering, quality management, site layout techniques for monitoring, materials management  
109 system, health and safety, risk management measures and environment impact assessment  
110 (Ahadzie et al. 2008).

111

112 CMCs' knowledge areas have been outlined by some project management institutes as well  
113 as in the body of knowledge of construction management (Cleland 1995; Wirth and Tryloff  
114 1995). According to the Project Management Institute (PMI), the body of project  
115 management knowledge has nine areas, namely integration management, scope management,  
116 time management, quality management, human resources management, communication  
117 management, risk management, procurement management and stakeholder management  
118 (PMBOK 2013). Each area involves a set of inputs, outputs, tools and techniques within the

119 project management process (PMBOK 2013). In the fifth edition of the Association for  
120 Project Management's (APM) Body of Knowledge, introductions and common guides are  
121 given to address the knowledge areas essential to manage projects, programs and portfolios  
122 (Association for Project Management 2006). They are not a set of rules that must be followed  
123 but should be fully known by CMCs to guarantee successful project delivery. The knowledge  
124 areas indicated by these two institutes mirror widely recognized good practices, but they  
125 deserve development in a specific construction context.

126

127 CMCs' knowledge structure can be aware of in some educational programs that are offered  
128 by accrediting agencies such as the Constructor Certification Program and the American  
129 Council for Construction Education in the U.S., and the Higher Education Advisory Panel  
130 (HEAP) in China. For instance, the Constructor Certification Program stipulates that a  
131 certificated professional constructor should have much knowledge to handle project scope  
132 development, employment practices, working relationships, construction resource  
133 management, construction cost control, project closeout, construction risk management and  
134 ethics. Driven by the substantially high specialization (Dubois and Gadde 2000), CMCs'  
135 knowledge has become multi-dimensional (Love et al. 2002), and the knowledge structure  
136 must keep transforming.

137

## 138 **RESEARCH METHODS**

139

140 Knowledge can be thought of as comprising two dimensions - explicit knowledge and tacit  
141 knowledge (Smith 2001; Wyatt 2001). This study was primarily focused on explicit  
142 knowledge, as it can be easily codified and communicated in symbolic form or natural  
143 language (Nonaka 1991; Alavi and Leidner 2001). The identification of explicit CMCs'

144 knowledge can form a bedrock for future examination on tacit knowledge.

145

146 *Identification of CMCs' knowledge areas*

147

148 Identifying the knowledge areas needed in practice is a daunting task to undertake as  
149 knowledge is in nature invisible, intangible and usually experience-based (Bontis et al. 1999;  
150 Kivrak et al. 2008). The construction management programs in a sample of Chinese  
151 universities were first examined thoroughly to identify the curricula involved. In fact, the  
152 curricula are usually recommended by the HEAP for Construction Management (HEAP-CM),  
153 which is under the leadership of the Ministry of Housing and Urban-Rural Development  
154 (MHURD), to those universities in China that offer construction management programs for  
155 bachelors' degree. HEAP-CM members are nationally renowned professionals and scholars,  
156 and they are officially appointed. The curricula recommended and the underlying knowledge  
157 areas are found comprehensive and up-to-date, as the HEAP-CM revises the curricula to  
158 match the industry's changes on a regular basis. Each unit of the curricula is designed to  
159 cover a specific knowledge area although some overlap may happen between different units.  
160 This step of examination resulted in the identification of 22 main knowledge areas.  
161 Interviews with both the HEAP-CM chairperson and the secretariat were then conducted in  
162 December 2012 to validate the preliminary findings. The 22 knowledge areas were finally  
163 confirmed as the main curricula of construction management programs in China.

164

165 The major knowledge areas underlying the curricula were tentatively grouped into four  
166 categories - technology, economy, management and law as shown in Table 1.

167

168 << Here is Table 1 >>



169

170 The knowledge areas listed in Table 1 have multi-disciplinary attributes in common with the  
171 knowledge areas developed by both PMI and APM. However, it is noted that the identified  
172 knowledge areas are China-specific, while both PMI and APM knowledge areas provide a  
173 generic set of guides to manage projects in the world.

174

### 175 *Questionnaire survey*

176

177 A questionnaire survey was subsequently conducted nationwide to collect the opinions of  
178 experienced CMCs on the proposed knowledge areas in terms of importance in theory and for  
179 potential improvement in practice. In the main body of the questionnaire, respondents were  
180 invited to mark the importance level and the need-for-improvement level of the 22 knowledge  
181 areas by using a five-point Likert scale from 1 (extremely unimportant/unnecessary) to 5  
182 (extremely important/necessary). The questionnaire was distributed by means of snowball  
183 sampling. A small pool of initial respondents was initially invited to recommend alternative  
184 CMCs who were known through their social networking. The recommended CMCs were all  
185 requested to have rich knowledge and experience of CMSs and work in different regions. 500  
186 CMCs were invited to participate in the survey, and 134 returned their questionnaires, giving  
187 a response rate of 26.80%. Of the returned questionnaires, 115 were appreciated valid and  
188 were selected for data analysis. As shown in Tables 2 and 3, the participated respondents  
189 distributed in a large majority of provinces in China with more than 60 percent having  
190 working experience of CMSs for over four years.

191

192 <<Here are Tables 2 & 3>>

193

194 In order to explore whether the important knowledge area needs improvement in practice, the  
195 differences between the ‘importance’ dimension and the ‘need for improvement’ dimension  
196 were examined by conducting Hotelling's T-square Test, which is a widely used  
197 multi-variable test method and applicable to average vectors of comparison between two  
198 groups (Kendall 1980). Furthermore, to identify the difference between each category and the  
199 difference between knowledge areas, one-way analysis of variance (ANOVA) was adopted  
200 given that ANOVA is a useful statistical technique to determine whether or not significant  
201 difference exists among the means of groups of observations (Cirincione 1999).

202

## 203 **DATA ANALYSIS**

204

### 205 *Rankings of Knowledge Areas*

206

207 According to Table 4, all the mean values of the knowledge areas are larger than 3.0,  
208 suggesting that the identified knowledge areas are both important and in need of  
209 improvement in practice. Engineering Cost Planning and Control (M<sub>6</sub>) ranks first in both  
210 importance and need-for-improvement with a mean value 4.270 and 4.261 respectively. This  
211 is followed by Civil Engineering Construction (T<sub>8</sub>), Engineering Contract and Law (L<sub>3</sub>) and  
212 Construction Project Management (M<sub>2</sub>). Notably, the two dimensions - importance and  
213 need-for-improvement have virtually identical rankings. Also of significance is that the  
214 economic knowledge areas are generally lower than the others shown in Table 1. For instance,  
215 Engineering Economics (E<sub>2</sub>), ranked first in the economic knowledge areas, was found in the  
216 middle of all 22 knowledge areas, while Statistics (E<sub>4</sub>) and Banking and Insurance (E<sub>3</sub>) stay at  
217 the bottom in both the two dimensions.

218

219 << Here is Table 4 >>

220

221 Mean value and rank of each category are shown in Table 5. As Table 5 indicates, the two  
222 dimensions of ‘importance’ and ‘need-for-improvement’ have exactly same ranks.  
223 Law-related knowledge is not only most important but also the one that needs to improve  
224 most in practice among the four categories. Technical knowledge and managerial knowledge  
225 rank at the second and third place respectively. Similar to the results shown in Table 4,  
226 economy-related knowledge, the lowest among the four categories, receives less attention  
227 with a mean value 3.393 and 3.483 in the two dimensions respectively.

228

229 << Here is Table 5 >>

230

### 231 ***Data Conversion***

232

233 The returned questionnaires were classified into 19 regional groups as indicated in Table 3.  
234 As the data collected are non-continuous, a continuity test was conducted to find out whether  
235 they meet statistical requirements. The mean score of each knowledge area in each regional  
236 group was calculated by using the following equation.

237

$$238 \quad X_{ij} = \frac{\sum_{j=1}^n x_{ij}}{n}$$

239

240 Where  $i = 1$  or  $2$  denotes the importance and need-for-improvement respectively,  $j = 1, 2, \dots, 22$   
241 denoted the knowledge areas, and  $n$  refers to the number of respondents in a region. The  
242 mean scores derived in this way are continuous on the range (1, 5) and meet continuous

243 distribution requirements.

244

245 *Hotelling's T-square Test*

246

247 Before the Hotelling's T-square Test, normality and covariance homogeneity tests were  
248 conducted to ensure data validation. Although the Central Limit Theorem would imply a  
249 normal distribution of the means, the Kolmogorov-Smirnov (K-S) statistic is used as an  
250 empirical test (Lilliefors 1967). As there are multiple tests involved, Bonferroni correction is  
251 needed for each individual test at a significance level of  $\alpha'$ :

252

253  $\alpha' = \alpha/n$

254

255 Where  $\alpha$  denotes the significance level,  $n$  denotes test times. In this research, at the 5% level,  
256  $\alpha' = \alpha/n = 0.05/22 = 0.0023$ . As given in Table 6, the scores distributions for 'importance',  
257 'need-for-improvement' and 'importance + need-for-improvement' are not significantly  
258 different from the normal distribution, as none of the significance values is less than 0.0023.

259

260 << Here is Table 6 >>

261

262 Box's  $M$  test was used to test for homogeneity of covariance matrices. Box's  $M$  test is highly  
263 sensitive. Unless  $p < 0.001$  and the sample sizes are unequal, the null hypothesis can be  
264 rejected (Tabachnick and Fidell, 2001). As Table 7 indicates, the null hypothesis that the  
265 observed covariance matrices of the dependent variables are equal across groups can be  
266 accepted.

267

268 << Here is Table 7 >>

269

270 The results of the above tests indicate that the collected data are appropriate for Hotelling's  
271 T-square Test. As shown in Table 8, the significance values in each knowledge category are  
272 greater than the critical 0.05, so the null hypothesis is accepted. It can be found that those  
273 knowledge areas that are most important are also in greatest need of improvement in practice.

274

275 << Here is Table 8 >>

276

277 ***Testing for differences between categories***

278

279 One-way ANOVA was adopted in testing for differences between each category. The results  
280 are shown in Table 9. As there are multiple tests involved, the critical value Bonferroni  
281 correction was applied,  $\alpha' = \alpha/m = 0.05/(4*(4-1)/2) = 0.0083$ . It can be found that significant  
282 differences exist between the four categories on the importance dimension ( $p=0.000$ ). Based  
283 on the results in Table 9, law-related knowledge (Table 5), has statistically significant  
284 differences from both management-related and economy-related knowledge. In addition,  
285 economy-related knowledge, which has significant differences from the remainder three  
286 (Sig. < 0.0083, Table 9), is considered least important (Table 5). Similar to the importance  
287 dimension, the knowledge needed for improvement has also significant differences between  
288 categories ( $p=0.011$ ). Law-related knowledge, which is the most need for improvement  
289 (Table 5), has significant differences from economy-related knowledge (the least need for  
290 improvement Table 5) (Sig. < 0.0083, Table 9).

291

292 << Here is Table 9 >>

293

294 **DISCUSSION**

295

296 Results of the data analysis described above have outlined a list of 22 knowledge areas, the  
297 main results being that the perceived level of importance for each knowledge area is almost  
298 identical to the level of improvement needed in practice. Both these aspects can, therefore, be  
299 discussed as one. That is, in referring to the importance of a knowledge area, this also implies  
300 that it is equivalently in need of improvement in practice. In addition, of equal importance are  
301 the identified categories of technology, economy, management and law. Both the meanings of  
302 these categories and the differences between knowledge areas per category are explained  
303 further in the following sections. The differences between knowledge areas in each category  
304 were analyzed using one-way ANOVA and the results are shown in Table 10.

305

306 << Here is Table 10 >>

307

308 ***Technology***

309

310 CMSs rely primarily on technology (Hwang and Ng 2013). In China, the majority of CMCs  
311 have technical or engineering academic backgrounds (Liu et al. 2004). Technical knowledge  
312 can determine significantly CMCs' performance, as it is the foundation of technical  
313 capabilities (such as time management and quality management) which are more important to  
314 clients/owners than management and financial capabilities (Ng and Chow 2004). Partial  
315 support for this view, the results shown in Table 9 indicate that technology-related knowledge  
316 merely has statistically significant differences from economy-related knowledge on the  
317 importance dimension. Technology has become a particular issue in highly complex projects,

318 where Chinese clients/owners, especially the government, usually seek technical assistance  
319 from foreign engineering consulting firms due to their superior technical strengths (Ling et al.  
320 2005; Ling and Gui 2009; Zhao et al. 2011). Moreover, the leverage effects of technology for  
321 competitive advantage are increasingly important in delivering projects successfully  
322 (Edum-Fotwe and McCaffer 2000).

323

324 Based on the results of one-way ANOVA (Table 10), it can be found that the differences  
325 between technical knowledge areas on both ‘importance’ and ‘need-for-improvement’  
326 dimensions are significant. According to Bonferroni correction,  
327  $\alpha' = \alpha/m = 0.05/(8*(8-1)/2) = 0.0018$ . Civil Engineering Construction (T<sub>8</sub>) is most important with  
328 the highest rank in this category. Similarly, it has significant differences from Construction  
329 Equipment (T<sub>6</sub>), Civil Engineering Survey (T<sub>3</sub>), and Urban Planning (T<sub>7</sub>) on both the two  
330 dimensions. One of the primary reasons for the highest rank of Civil Engineering  
331 Construction (T<sub>8</sub>) is that (as most of CMSs are provided in the construction stage)  
332 construction technology, process management and organization management are the  
333 cornerstone of construction management in practice. In addition, Urban Planning (T<sub>7</sub>), which  
334 was ranked lowest in the technology category, is regarded least important as CMSs are  
335 mainly carried out in the mid to late stages of the construction life cycle (Lindahl and Ryd  
336 2007).

337

### 338 ***Economy***

339

340 Economic knowledge supports CMCs to assist clients/owners in making investment decisions.  
341 This is particularly the case with the accelerating reform of the investment system in China.  
342 By far, the concept of “Who invests, who decides, who takes risks” requires clients to make

343 decisions on investment independently and to take the corresponding risks in their own ways.

344

345 According to the results shown in Table 10, significant difference can be found between  
346 economy-related knowledge areas on both ‘importance’ and ‘need-for-improvement’  
347 dimensions ( $p=0.000<0.05$ ). Based on Bonferroni correction,  
348  $\alpha'=\alpha/m=0.05/(4*(4-1)/2)=0.0083$ . According to the results of one-way ANOVA, Engineering  
349 Economics ( $E_2$ ) has significant differences from all the other three economy-related  
350 knowledge areas on both the two dimensions because their significant values are less than  
351 0.0083. This, combined with its ranks shown in Table 4, indicates that Engineering  
352 Economics ( $E_2$ ) is most important and it is equally needed for improvement. The importance  
353 of Engineering Economics ( $E_2$ ) is probably because it improves the efficiency of construction  
354 activities through systematic economic analysis. Banking and Insurance ( $E_3$ ), being ranked at  
355 the bottom in Table 4, is the least important knowledge area. CMSs are relatively traditional  
356 sectors where practitioners normally pay closer attention to obtaining professional knowledge,  
357 while banking and insurance are emerging but comparatively new markets with high degree  
358 of specialization. Insurance policies are unpopular in the Chinese construction market, with  
359 the main drivers of construction insurance applications being not risk mitigation but standard  
360 contracts or construction law (Liu et al. 2007). Also, project management liability insurance  
361 is lacking due to China's immature professional insurance system (Zhao et al. 2011). This low  
362 ranking, however, stands in contrast with Zou et al. (2007) and Ling and Gui (2009) asserting  
363 that CMCs need to improve their knowledge of banking and insurance greatly for the  
364 uncertain nature of construction markets.

365

366 ***Management***

367



368 Basically, CMCs shall have sufficient management knowledge to help achieve project goals  
369 of cost, schedule, quality and safety. To acquire the requisite management capabilities, it is  
370 very important that CMCs are equipped with both technical and non-technical management  
371 knowledge (Ng and Chow 2004). However, many Chinese consulting firms are still  
372 unfamiliar with advanced project management techniques and lack sufficient management  
373 abilities (Ling and Gui 2009).

374

375 As indicated in Table 10, the differences between management-related knowledge on both the  
376 two dimensions are significant ( $p=0.000<0.05$ ). Based on Bonferroni correction,  
377  $\alpha'=\alpha/m=0.05/(6*(6-1)/2)=0.0033$ . Table 4 indicates that Engineering Cost Planning and  
378 Control ( $M_6$ ) and Construction Project Management ( $M_2$ ) can be deemed the most important  
379 management-related knowledge areas. Both of them have significant differences from  
380 Management Science ( $M_1$ ), Financial Management ( $M_3$ ), Operational Research ( $M_4$ ) and  
381 Accounting ( $M_5$ ) on both the two dimensions, and these two knowledge areas form the top  
382 group in this category. The importance of them can be ascribed to the fact that Engineering  
383 Cost Planning and Control ( $M_6$ ) supports CMCs to realize clients/owners' predefined  
384 investment objectives through cost and price management, and Construction Project  
385 Management ( $M_2$ ) mainly refers to construction site management aimed at achieving quality,  
386 cost and schedule targets. Accounting ( $M_5$ ), which has the lowest rank under this category, is  
387 considered least important in the management-related knowledge area as accounting services  
388 are normally provided by professional accountants instead of CMCs.

389

390 ***Law***

391

392 Construction law and regulations are part of the external environment for CMSs and it is

393 necessary to ensure their compliance. Increasingly complex construction projects have arouse  
394 complex disputes (Harmon 2003), while unreasonable and unlawful management practices  
395 exist in the Chinese construction market at the same time (Lan and Jackson 2001). CMCs  
396 usually utilize law knowledge to handle disputes and other activities and protect their  
397 legitimate rights and interests. However, acquiring sufficient law knowledge is not easy due  
398 to the fragmentation of China's regulatory authorities, the frequent introduction of new  
399 regulations and policies and ambiguity in legal content (Ling and Low 2007; Liu et al. 2007).

400

401 As Table 10 indicates, the law-related knowledge areas have significant difference on the  
402 importance dimension ( $p=0.000$ ), while the difference is no longer statistically significant on  
403 the dimension of 'need for improvement' ( $p=0.213$ ). Based on the Bonferroni correction,  
404  $\alpha'=\alpha/m=0.05/(4*(4-1)/2)=0.0083$ . Engineering Contract and Law ( $L_3$ ), which has the  
405 maximum mean value in the law category, is appreciated most important. Results in Table 10  
406 suggest that Engineering Contract and Law ( $L_3$ ) has significant differences from Economic  
407 Law ( $L_1$ ) and Administrative Regulation ( $L_4$ ) on the importance dimensions. The importance  
408 of Engineering Contract and Law ( $L_3$ ) is triggered from the industry that interests of different  
409 stakeholders in CMSs are established through contractual relationships under the legal  
410 framework. This concurs with the findings of Zhang (1998) that in contrast with foreign  
411 consultants, Chinese CMCs have a poor understanding and awareness of legal and contract  
412 issues. In addition, Economic Law ( $L_1$ ), which has obtained less attention from CMSs  
413 practitioners, is considered as least important law-related knowledge. One of the primary  
414 reasons is that Economic Law ( $L_1$ ) is used to guide general economic activities instead of  
415 targeting at CMSs, resulting in its limited applicability.

416

417 **CONCLUSIONS**

418

419 CMSs make a significant contribution to the rapid growth of China's construction sector. In  
420 order to provide quality construction management services to clients/owners and maintain  
421 competitive advantage effectively, CMCs have the importance of possessing a diverse,  
422 dynamic and reasonable knowledge structure. In this study, a total of 22 important CMCs'  
423 knowledge areas were identified and grouped into four categories, namely technology,  
424 economy, management and law. Significantly, it is found that the perceived level of  
425 importance for each area is almost identical to the level of improvement needed in current  
426 practice in China, with knowledge of cost planning and project management, civil  
427 engineering construction, and engineering contract and law being among the most highly  
428 rated. Furthermore, management-related knowledge such as cost planning and project  
429 management is gaining more and more importance for qualified CMCs as clients/owners tend  
430 to involve them in earlier stages of projects.

431

432 The findings of this research offer a knowledge framework for CMCs to enhance their quality  
433 of service in China. For foreign CMCs, especially for those who are intended to enter the  
434 Chinese CMS market, there is an urgency to evaluate their current knowledge structure  
435 against those items identified here. Although the important role of CMCs' knowledge in  
436 CMSs has been acknowledged in the current study, the success of CMSs might depend on  
437 some other potential factors, such as effective communication between CMCs, and CMCs'  
438 professional ethics. Arguably, these factors might play an increasing important role in  
439 construction management programs as well as in practice in future.

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441 This research has some limitations with respect to the lack of potential knowledge areas while  
442 designing the questionnaire, although extensive investigation was conducted to guarantee the

443 comprehensiveness of indicators. The identified knowledge areas in the study are primarily  
444 based on the construction management curricula proposed by the Higher Education Advisory  
445 Panel, whereas the Chinese construction industry is undergoing a rapid change. Thus, future  
446 research is recommended to identify more comprehensive knowledge areas by taking account  
447 of the strong links between education and the development of the construction industry.

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613 Table 1 Main knowledge areas in construction management curriculum

Category	Code	Knowledge areas
<b>Technology</b>	T <sub>1</sub>	Civil Engineering Drawing
	T <sub>2</sub>	Construction Materials
	T <sub>3</sub>	Civil Engineering Surveying
	T <sub>4</sub>	Building Architecture
	T <sub>5</sub>	Building Structure
	T <sub>6</sub>	Construction Equipment
	T <sub>7</sub>	Urban Planning
	T <sub>8</sub>	Civil Engineering Construction
<b>Economy</b>	E <sub>1</sub>	Micro- or Macro-economics
	E <sub>2</sub>	Engineering Economics
	E <sub>3</sub>	Banking and Insurance
	E <sub>4</sub>	Statistics
<b>Management</b>	M <sub>1</sub>	Management Science
	M <sub>2</sub>	Construction Project Management
	M <sub>3</sub>	Financial Management
	M <sub>4</sub>	Operational Science
	M <sub>5</sub>	Accounting
	M <sub>6</sub>	Engineering Cost Planning and Control
<b>Law</b>	L <sub>1</sub>	Economic Law
	L <sub>2</sub>	Construction Regulations
	L <sub>3</sub>	Engineering Contract and Law
	L <sub>4</sub>	Administrative Regulation

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616 Table 2 Distribution of the respondents' positions in organization

<b>Position in organization</b>	<b>Number</b>	<b>Percentage</b>
<b>Frontline employee</b>	44	38.3%
<b>Department manager</b>	37	32.2%
<b>Company executive</b>	19	16.5%
<b>Others</b>	15	13.0%

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619 Table 3 Distribution of the respondents' locations

<b>Guangdong</b>	<b>Jiangsu</b>	<b>Chongqing</b>	<b>Sichuan</b>	<b>Shanghai</b>	<b>Beijing</b>	<b>Shandong</b>
<b>15</b>	<b>11</b>	<b>10</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>8</b>
<b>Zhejiang</b>	Tianjing	Fujian	Liaoning	Shan-xi	Hubei	Hei Longjiang
<b>7</b>	6	6	5	3	3	3
<b>Anhui</b>	Shanxi	Jiangxi	Hunan	Henan		
<b>3</b>	2	2	2	2		

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622 Table 4 Mean value and rank of each knowledge areas

Knowledge areas	Importance			Need for improvement		
	Mean	SD*	Rank	Mean	SD*	Rank
Engineering Cost Planning and Control (M <sub>6</sub> )	4.270	0.8818	1	4.261	0.8593	1
Civil Engineering Construction(T <sub>8</sub> )	4.235	0.9016	2	4.200	0.9219	3
Engineering Contract and Law(L <sub>3</sub> )	4.235	0.9941	3	4.235	0.9852	2
Construction Project Management(M <sub>2</sub> )	4.191	0.9070	4	4.183	0.9137	4
Construction Regulations(L <sub>2</sub> )	4.087	1.0223	5	4.096	0.9998	6
Civil Engineering Drawing(T <sub>1</sub> )	4.052	0.8770	6	4.139	0.8775	5
Building Structure(T <sub>5</sub> )	4.026	0.8631	7	4.000	0.8885	7
Building Architecture(T <sub>4</sub> )	3.965	0.8878	8	3.974	0.8931	8
Engineering Economics(E <sub>2</sub> )	3.948	0.8870	9	3.939	0.8815	9
Construction Materials(T <sub>2</sub> )	3.826	0.9009	10	3.835	0.8977	10
Financial Management(M <sub>3</sub> )	3.643	0.9929	11	3.635	0.9112	11
Construction Equipment (T <sub>6</sub> )	3.626	0.8214	12	3.617	0.8541	12
Administrative Regulation(L <sub>4</sub> )	3.617	1.0138	13	3.574	1.0179	15
Management Science(M <sub>1</sub> )	3.574	1.1079	14	3.530	0.9940	16
Economic Law(L <sub>1</sub> )	3.565	1.0271	15	3.591	1.0164	13
Civil Engineering Surveying(T <sub>3</sub> )	3.504	0.9117	16	3.591	0.8875	14
Micro- or Macro- economics(E <sub>1</sub> )	3.357	0.8705	17	3.304	0.8902	17
Urban Planning(T <sub>7</sub> )	3.296	0.9174	18	3.278	0.9510	18
Operational Research(M <sub>4</sub> )	3.278	0.9783	19	3.243	0.9328	19
Accounting(M <sub>5</sub> )	3.226	0.9557	20	3.200	0.9291	20
Statistics(E <sub>4</sub> )	3.165	1.0168	21	3.122	0.9836	21
Banking and Insurance(E <sub>3</sub> )	3.104	0.8622	22	3.026	0.8631	22

623 Note: SD\* means standard deviation.

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625 Table 5. Mean value and rank of each category

Category	Importance		Need for improvement	
	Mean	Rank	Mean	Rank
Law	3.876	1	3.874	1
Technology	3.816	2	3.829	2
Management	3.697	3	3.675	3
Economy	3.393	4	3.483	4

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628 Table 6 Results of the K-S tests for normal distribution

Category	Curricular a	a + b		a		b	
		K-S Value	Sig.-Value	K-S Value	Sig.- Value	K-S Value	Sig.- Value
<b>Technology</b>	T <sub>1</sub>	0.728	0.664	0.498	0.965	0.688	0.783
	T <sub>2</sub>	0.774	0.587	0.526	0.945	0.745	0.635
	T <sub>3</sub>	1.002	0.268	0.912	0.376	1.005	0.265
	T <sub>4</sub>	1.240	0.092	1.146	0.145	0.757	0.616
	T <sub>5</sub>	1.217	0.103	0.607	0.856	1.249	0.088
	T <sub>6</sub>	1.173	0.127	0.739	0.645	1.054	0.217
	T <sub>7</sub>	0.898	0.396	0.719	0.680	0.744	0.638
	T <sub>8</sub>	0.710	0.695	0.519	0.950	1.058	0.213
<b>Economy</b>	E <sub>1</sub>	0.811	0.526	0.758	0.614	0.828	0.499
	E <sub>2</sub>	1.181	0.123	0.812	0.525	1.063	0.208
	E <sub>3</sub>	0.942	0.337	0.768	0.597	0.871	0.434
	E <sub>4</sub>	0.528	0.943	0.538	0.934	0.675	0.753
<b>Manageme nt</b>	M <sub>1</sub>	0.942	0.337	0.882	0.418	0.462	0.983
	M <sub>2</sub>	0.890	0.406	0.846	0.472	0.446	0.989
	M <sub>3</sub>	1.061	0.210	1.021	0.248	0.892	0.403
	M <sub>4</sub>	0.806	0.534	0.698	0.715	0.633	0.817
	M <sub>5</sub>	0.946	0.332	0.625	0.830	0.717	0.683
	M <sub>6</sub>	0.549	0.924	0.620	0.837	0.466	0.982
<b>Law</b>	L <sub>1</sub>	0.819	0.513	0.718	0.680	0.470	0.980
	L <sub>2</sub>	1.139	0.149	0.955	0.321	0.623	0.832
	L <sub>3</sub>	1.168	0.130	1.011	0.258	0.707	0.700
	L <sub>4</sub>	0.814	0.521	0.845	0.473	0.544	0.928

629 Note: a – importance; b – need for improvement

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631 **Table 7 Results of Box's M test**

<b>Category</b>	<b>Sig.</b>
<b>Technology</b>	0.151
<b>Economy</b>	0.029
<b>Management</b>	0.354
<b>Law</b>	0.771

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634 Table 8 Results of the Hotelling's T-square Test

Category	Pillai's Trace			Wilks' Trace			Hotelling's Trace		
	Value	F	Sig.	Value	F	Sig.	Value	F	Sig.
<b>Technology</b>	0.107	0.436	0.890	0.893	0.436	0.890	0.120	0.436	0.890
<b>Economy</b>	0.115	1.076	0.384	0.885	1.076	0.384	0.130	1.076	0.384
<b>Management</b>	0.037	0.201	0.974	0.963	0.201	0.974	0.039	0.201	0.974
<b>Law</b>	0.025	0.213	0.929	0.975	0.213	0.929	0.026	0.213	0.929

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637 Table 9 Results of one-way ANOVA

<b>Importance</b>		<b>Need for improvement</b>	
<b>p=0.000</b>		<b>p=0.011</b>	
<b>Groups</b>	<b>Sig.</b>	<b>Groups</b>	<b>Sig.</b>
<b>Technology, Economy</b>	0.000	Technology, Economy	0.122
<b>Technology, Management</b>	0.132	Technology, Management	0.697
<b>Technology, Law</b>	0.095	Technology, Law	0.027
<b>Economy, Management</b>	0.002	Economy, Management	0.253
<b>Economy, Law</b>	0.000	Economy, Law	0.001
<b>Management, Law</b>	0.005	Management, Law	0.015

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640 Table 10 Results of one-way ANOVA in each category

Importance			Need for improvement		
Category	Groups	Sig.	Category	Groups	Sig.
<b>Technology</b> (p=0.000)	T <sub>1</sub> , T <sub>2</sub>	0.033	Technology (p=0.000)	T <sub>1</sub> , T <sub>2</sub>	1.000
	T <sub>1</sub> , T <sub>3</sub>	0.000		T <sub>1</sub> , T <sub>3</sub>	0.014
	T <sub>1</sub> , T <sub>4</sub>	0.249		T <sub>1</sub> , T <sub>4</sub>	0.993
	T <sub>1</sub> , T <sub>5</sub>	0.950		T <sub>1</sub> , T <sub>5</sub>	1.000
	T <sub>1</sub> , T <sub>6</sub>	0.001		T <sub>1</sub> , T <sub>6</sub>	0.029
	T <sub>1</sub> , T <sub>7</sub>	0.000		T <sub>1</sub> , T <sub>7</sub>	0.000
	T <sub>1</sub> , T <sub>8</sub>	0.360		T <sub>1</sub> , T <sub>8</sub>	1.000
	T <sub>2</sub> , T <sub>3</sub>	0.069		T <sub>2</sub> , T <sub>3</sub>	0.322
	T <sub>2</sub> , T <sub>4</sub>	0.324		T <sub>2</sub> , T <sub>4</sub>	1.000
	T <sub>2</sub> , T <sub>5</sub>	0.029		T <sub>2</sub> , T <sub>5</sub>	1.000
	T <sub>2</sub> , T <sub>6</sub>	0.248		T <sub>2</sub> , T <sub>6</sub>	0.372
	T <sub>2</sub> , T <sub>7</sub>	0.007		T <sub>2</sub> , T <sub>7</sub>	0.002
	T <sub>2</sub> , T <sub>8</sub>	0.003		T <sub>2</sub> , T <sub>8</sub>	0.674
	T <sub>3</sub> , T <sub>4</sub>	0.005		T <sub>3</sub> , T <sub>4</sub>	0.644
	T <sub>3</sub> , T <sub>5</sub>	0.000		T <sub>3</sub> , T <sub>5</sub>	0.002
	T <sub>3</sub> , T <sub>6</sub>	0.504		T <sub>3</sub> , T <sub>6</sub>	1.000
	T <sub>3</sub> , T <sub>7</sub>	0.372		T <sub>3</sub> , T <sub>7</sub>	0.438
	T <sub>3</sub> , T <sub>8</sub>	0.000		T <sub>3</sub> , T <sub>8</sub>	0.000
	T <sub>4</sub> , T <sub>5</sub>	0.224		T <sub>4</sub> , T <sub>5</sub>	0.999
	T <sub>4</sub> , T <sub>6</sub>	0.033		T <sub>4</sub> , T <sub>6</sub>	0.658
	T <sub>4</sub> , T <sub>7</sub>	0.000		T <sub>4</sub> , T <sub>7</sub>	0.007
	T <sub>4</sub> , T <sub>8</sub>	0.040		T <sub>4</sub> , T <sub>8</sub>	0.346
	T <sub>5</sub> , T <sub>6</sub>	0.001		T <sub>5</sub> , T <sub>6</sub>	0.018
	T <sub>5</sub> , T <sub>7</sub>	0.000		T <sub>5</sub> , T <sub>7</sub>	0.000
	T <sub>5</sub> , T <sub>8</sub>	0.394		T <sub>5</sub> , T <sub>8</sub>	0.840
	T <sub>6</sub> , T <sub>7</sub>	0.120		T <sub>6</sub> , T <sub>7</sub>	0.900
	T <sub>6</sub> , T <sub>8</sub>	0.000		T <sub>6</sub> , T <sub>8</sub>	0.001
	T <sub>7</sub> , T <sub>8</sub>	0.000		T <sub>7</sub> , T <sub>8</sub>	0.000
<b>Economy</b> (p=0.000)	E <sub>1</sub> , E <sub>2</sub>	0.002	Economy (p=0.000)	E <sub>1</sub> , E <sub>2</sub>	0.005
	E <sub>1</sub> , E <sub>3</sub>	0.102		E <sub>1</sub> , E <sub>3</sub>	0.018
	E <sub>1</sub> , E <sub>4</sub>	0.141		E <sub>1</sub> , E <sub>4</sub>	0.511
	E <sub>2</sub> , E <sub>3</sub>	0.000		E <sub>2</sub> , E <sub>3</sub>	0.000
	E <sub>2</sub> , E <sub>4</sub>	0.000		E <sub>2</sub> , E <sub>4</sub>	0.001
E <sub>3</sub> , E <sub>4</sub>	0.868	E <sub>3</sub> , E <sub>4</sub>	0.958		
<b>Management</b> (p=0.000)	M <sub>1</sub> , M <sub>2</sub>	0.000	Management (p=0.000)	M <sub>1</sub> , M <sub>2</sub>	0.000
	M <sub>1</sub> , M <sub>3</sub>	0.380		M <sub>1</sub> , M <sub>3</sub>	0.271
	M <sub>1</sub> , M <sub>4</sub>	0.263		M <sub>1</sub> , M <sub>4</sub>	0.220
	M <sub>1</sub> , M <sub>5</sub>	0.034		M <sub>1</sub> , M <sub>5</sub>	0.100

	M <sub>1</sub> , M <sub>6</sub>	0.000		M <sub>1</sub> , M <sub>6</sub>	0.000
	M <sub>2</sub> , M <sub>3</sub>	0.002		M <sub>2</sub> , M <sub>3</sub>	0.000
	M <sub>2</sub> , M <sub>4</sub>	0.000		M <sub>2</sub> , M <sub>4</sub>	0.000
	M <sub>2</sub> , M <sub>5</sub>	0.000		M <sub>2</sub> , M <sub>5</sub>	0.000
	M <sub>2</sub> , M <sub>6</sub>	0.520		M <sub>2</sub> , M <sub>6</sub>	0.419
	M <sub>3</sub> , M <sub>4</sub>	0.047		M <sub>3</sub> , M <sub>4</sub>	0.021
	M <sub>3</sub> , M <sub>5</sub>	0.003		M <sub>3</sub> , M <sub>5</sub>	0.007
	M <sub>3</sub> , M <sub>6</sub>	0.000		M <sub>3</sub> , M <sub>6</sub>	0.000
	M <sub>4</sub> , M <sub>5</sub>	0.308		M <sub>4</sub> , M <sub>5</sub>	0.672
	M <sub>4</sub> , M <sub>6</sub>	0.000		M <sub>4</sub> , M <sub>6</sub>	0.000
	M <sub>5</sub> , M <sub>6</sub>	0.000		M <sub>5</sub> , M <sub>6</sub>	0.000
	L <sub>1</sub> , L <sub>2</sub>	0.000		L <sub>1</sub> , L <sub>2</sub>	0.008
	L <sub>1</sub> , L <sub>3</sub>	0.000		L <sub>1</sub> , L <sub>3</sub>	0.765
<b>Law</b>	L <sub>1</sub> , L <sub>4</sub>	0.704	Law	L <sub>1</sub> , L <sub>4</sub>	1.000
<b>(p=0.000)</b>	L <sub>2</sub> , L <sub>3</sub>	0.666	(p=0.213)	L <sub>2</sub> , L <sub>3</sub>	0.883
	L <sub>2</sub> , L <sub>4</sub>	0.001		L <sub>2</sub> , L <sub>4</sub>	0.002
	L <sub>3</sub> , L <sub>4</sub>	0.000		L <sub>3</sub> , L <sub>4</sub>	0.750

641

642