



香港城市大學  
City University  
of Hong Kong  
香港九龍達之路  
Tat Chee Avenue, Kowloon,  
Hong Kong

建築系  
Department of  
Building and Construction

致：執事先生/小姐

關於 - 邀請參與建築紛爭談判實驗

本人誠意邀請閣下參與是次建築紛爭談判研究的實驗。此實驗為香港特別行政區註冊研究項目，而香港城市大學建築系張世安博士為研究項目統籌人。是次實驗目的為收集建築業界專業人士對「建築紛爭談判破裂」問題上的意見，從而研究不同談判傾向與談判者行為的關係。完成實驗後，參加者不但有機會了解其談判風格，而且或可向所屬學會自行申報此實驗為一小時三十分鐘的專業持續發展項目時間。是次實驗為一次性的研究項目，參加者將會被分派為發展商代表及承建商代表。基於一個模擬的建築工程，參加者須對不同性質的紛爭進行單獨談判。

實驗詳情如下：

地點：香港城市大學

實驗需時：大約一個半小時

如閣下有興趣參加是次實驗請填妥附上的登記表格及問卷 1 後傳真至 27887612 / 電郵至 [ronnie.chow@student.cityu.edu.hk](mailto:ronnie.chow@student.cityu.edu.hk)。閣下便會於稍後時間接獲個別通知在已選取的指定日期和時間參加為時一個半小時的談判。如有關其他查詢可聯絡項目助理鄒佩靈小姐或填妥以下回條作日後聯絡。為答謝閣下撥冗抽空參與是次研究後，閣下將會獲得\$100 超市禮券。是次收集的資料只會用於此研究的數據統計分析，而閣下的資料將會絕對保密。如有任何查詢，歡迎致電 21942649。敬希閣下能邀請有關人士一併參加。

現在附上一系列有關此談判實驗的資料

1. Invitation\_R.pdf: 官方的邀請函說明研究目的，
2. General Poster.jpg: 宣傳海報，
3. Registration.doc: 登記表格，以作配對用途，及
4. Questionnaire\_1.doc: 問卷 1。

請閣下鼎力支持。

萬分感謝！

**鄒佩靈**小姐

項目助理

電郵: [ronnie.chow@student.cityu.edu.hk](mailto:ronnie.chow@student.cityu.edu.hk)

辦公室電話: [21942649](tel:21942649) 辦公室傳真: [27887612](tel:27887612)

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回條 電郵至 [ronnie.chow@student.cityu.edu.hk](mailto:ronnie.chow@student.cityu.edu.hk) 或 傳真至 **27887612** 並請註明張世安博士收

姓名: 先生/小姐 \_\_\_\_\_

聯絡電話: \_\_\_\_\_

電郵: \_\_\_\_\_

聯絡傳真: \_\_\_\_\_



香港九龍達之路  
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Hong Kong

建築系  
Department of  
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Dear Sir / Madam,

**Re: Invitation – Construction Dispute Negotiation Experiment**

You are cordially invited to participate in an experiment on construction dispute negotiation. The experiment is part of a research project. The project is supported by the Research Grant Council of the HKSAR. The principal investigator is Dr. Sai On Cheung, Department of Building and Construction, City University of Hong Kong. The research aims to investigate, among other objectives, the relationship between the orientation and behavior of construction dispute negotiators. Through the experiment, participants may understand more about their negotiation style. Subject to the approval of their supervisors, completion of the experiment may entitle the participants to 1½ CPD hour. The **one-off** experiment involves negotiation of several construction disputes based on a hypothetical case with participants assuming role of either employer's or contractor's representative.

**Particulars of the experiment:**

Venue: City University of Hong Kong

Duration: Approximately 1½ Hours

If you are interested in participation, please kindly complete the attached questionnaire 1 and registration form and fax at 27887612 or email to [ronnie.chow@cityu.edu.hk](mailto:ronnie.chow@cityu.edu.hk). For inquiry, please feel free to contact the undersigned at 21942649 or kindly complete the receipt for further action. As a token of thanks for helping with the research, participants completing the experiment will receive a shopping coupon of HK\$100. The data collected will be solely used for the purpose of the aforementioned research and will be treated in the strictest confidence. For inquiry, please feel free to contact the undersigned at 21942649. **Please kindly pass this invitation to any parties that you think they might be interested in this study.**

A list of materials has been attached for your reference:

1. Invitation\_R.pdf: An invitation letter to briefly describe the experiment,
2. General Poster.jpg: A poster to convey the experiment to the recipient,
3. Registration.doc: A registration form to collect participant particulars for matching, and
4. Questionnaire\_1.doc: The first measurement of the experiment

Thank you very much for your support for this research.

Yours faithfully,

Miss **Ronnie CHOW**

Project Coordinator

E-mail: [ronnie.chow@student.cityu.edu.hk](mailto:ronnie.chow@student.cityu.edu.hk)

Office Tel: [21942649](tel:21942649) Office Fax: [27887612](tel:27887612)

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Receipt Email to [ronnie.chow@cityu.edu.hk](mailto:ronnie.chow@cityu.edu.hk) or Fax at **27887612** attentions to Dr. Sai On CHEUG

Name: Mr./Ms. \_\_\_\_\_

Contact No.: \_\_\_\_\_

Email: \_\_\_\_\_

Fax No.: \_\_\_\_\_