



Categorization of Critical Success Factors in different phases of Make To Order projects

Case study: Electrical Equipment and Panel Manufacturing Industry

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Abstract

In today's business environments, projects are not only a solution to technical issues and considered as a means to improve and implement changes. The purpose of this paper is to analyze the Critical Success Factors in the various phases of Make To Order projects by considering their importance and performance due to significant roles. This study is based on a questionnaire survey of two dimensions: importance and performance, and four dimensions of different project phases.

It was found that, there is a big gap between the importance and the performance of factors such as Market intelligence, Training and development, Clear and realistic objectives and goals, Identified, assessed and managed Risks, Organizational culture and structure. The other results showed that, in project-oriented organizations implementing phase of projects is one of the most important phases with many factors which involved and the other phases like feasibility phase, planning and design phase and delivery and final phase will play a great role.

Key words: project management, Critical Success Factors (CSF), construction projects.

1. Introduction

The project concept and perception because of their importance role in project-oriented organizations are considerable. Today's, researchers have focused on the successful and effective management of projects in many aspects. Project management is defined as one of the standard practices to meet success in predetermined programs and increase the organization's capability [1]. The final goal of any organization is the project's success to achieve short and long-term goals and capability to make optimum use of market opportunities[2]. In other words, the project is a temporary attempt to create unique products, services or results [3] which appeared on a large or small scale that more than one person involved, So have to be well managed[4].