

ABSTRACT

In 2014 the number of contractors in Indonesia reached about 142,000 companies with total employment of about 7.28 million people and the value of the construction sector reached Rp 826.62 trillion. The number of small and medium qualified contractors are more than 99% with total employment of about 92.35 %. However, the market share of small and medium qualified contractors only reach about 15% of the market share of national construction. So it is not balanced when compared with the big number of qualified contractors only about 1% of companies and 7.65 % of employments, but its market share will reach 85 % of the market share of national construction. Therefore it needs attention and improvement efforts by all of stakeholders. This research aims to analyze the relationship parameters of project management competencies, resources and capabilities, strategic decisions, performance and sustainability of the company to increase the competitiveness of small and medium qualified contractors in Indonesia. The data collected through questionnaires Likert scale (1-5) to 134 respondents at 13 provinces in Indonesia by the methods of stratified sampling, purposive sampling and proportional sampling. The data, further, are analyzed using SPSS and SEM-Smart PLS software. The analyzing data research are validated using direct observation to some small and medium qualified constructors in Surabaya. The result from this research sums up that the parameter analyzed parallel in gives positive and significant influence to the improvement of competitiveness of small and medium qualified contractor in Indonesia, those are in 1) project management competency influences the resources and capabilities, and influences the strategic decision making, 2) the resources and capabilities and strategic decision making influence the performance, 3) the performance directly influences the sustainability and indirectly influences but not significant on the competitiveness 4) the sustainability influences the competitiveness

Keywords : resources, performance, strategy, sustainability, competitiveness, small-medium contractors.