

EXECUTIVE SUMMARY

Qatar is emerging as one of Middle East's key developing countries with strong economies and with recorded highest per capita income generation. The construction industry plays a prominent role at present in developing infrastructure as well other requirements for the country aiming for FIFA world cup 2022.

Al Sabbah Group of companies survived successfully during political surge in May 2017 due to skill level of management, precautionary measurements that had already been taken for risk mitigation, visionary leaderships etc. Further it has turnaround the business from loss making to a successful competitive business entity during 2000-2005 by Mr. Bandula by applying his entrepreneurial skills and due to the dedicated workforce around him. Further the fully delegated authority received by Mr. Bandula was a key factor and that allowed Mr. Bandula to turnaround the business.

Al Sabbah Contracting Company was established in 1989 and it has managed mainly by 2 management teams. The management under the leadership of Mr. Bandula could be considered as a visionary and prominent leadership towards the development of Al Sabbah Group of Companies which diversified mainly in to related industries. The key business activity is construction of villas. It consists of 8 strategic business units at present and 4 are directly managed by Mr. Bandula and the remaining are managed through business managers.

The authors have selected Al Sabbah Group of Companies to study its revamping strategies and procedures. The authors conducted twelve structured in-depth interviews with key business executives and other executives. Further authors carried out three focused group interviews to collect primary data. Secondary data was gathered from company brochures and accounts department. Case study is narrated by highlighting the key events and milestones taken place from 1989 to 2017.

The Entrepreneurial Orientation, Strategy Execution and the Dedicated Workforce were the driving forces of turnaround Al Sabbah Group of Companies along with the complete authority received by Mr, Bandula from Sponsor.