

The aim of the study was to examine organizational buying behavior and the current situation in the construction sector in the Kazakhstan Republic. The concept of organizational buying behavior was clarified with a specific focus on Kazakhstan construction companies. Issues related to the construction and concrete markets in particular were explored. The main issues related to the situation in the construction market in general were studied, including topics such as the decision making process, factors affecting decision making, current economical and construction trends, and the Kazakhstan construction market. Since August 2007 construction volumes in the Republic had a continuous decrease stemming from the financial world crisis. As a result, the volumes of the concrete market decreased down the chain. Prerequisites, reasons and problems are discussed in the book.

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