

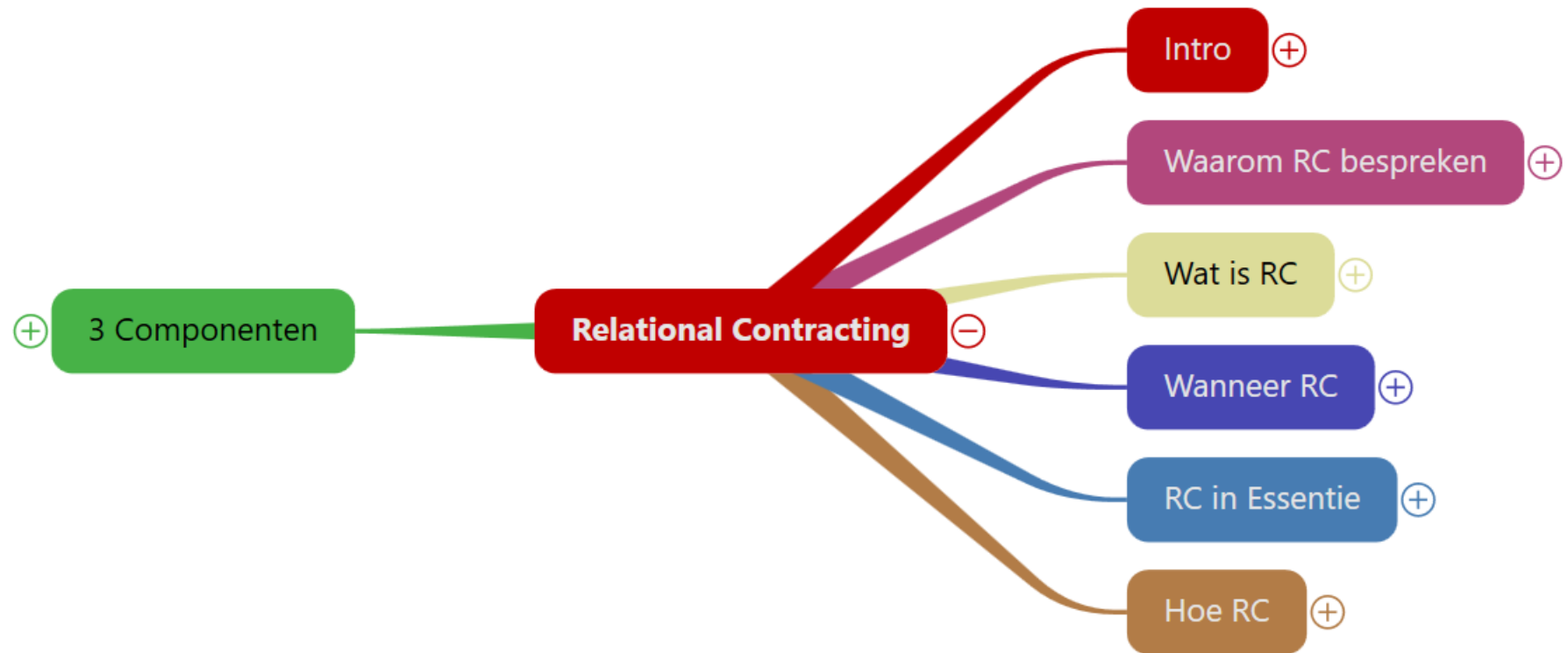
Relational Contracting

‘van wij-zij naar ons’

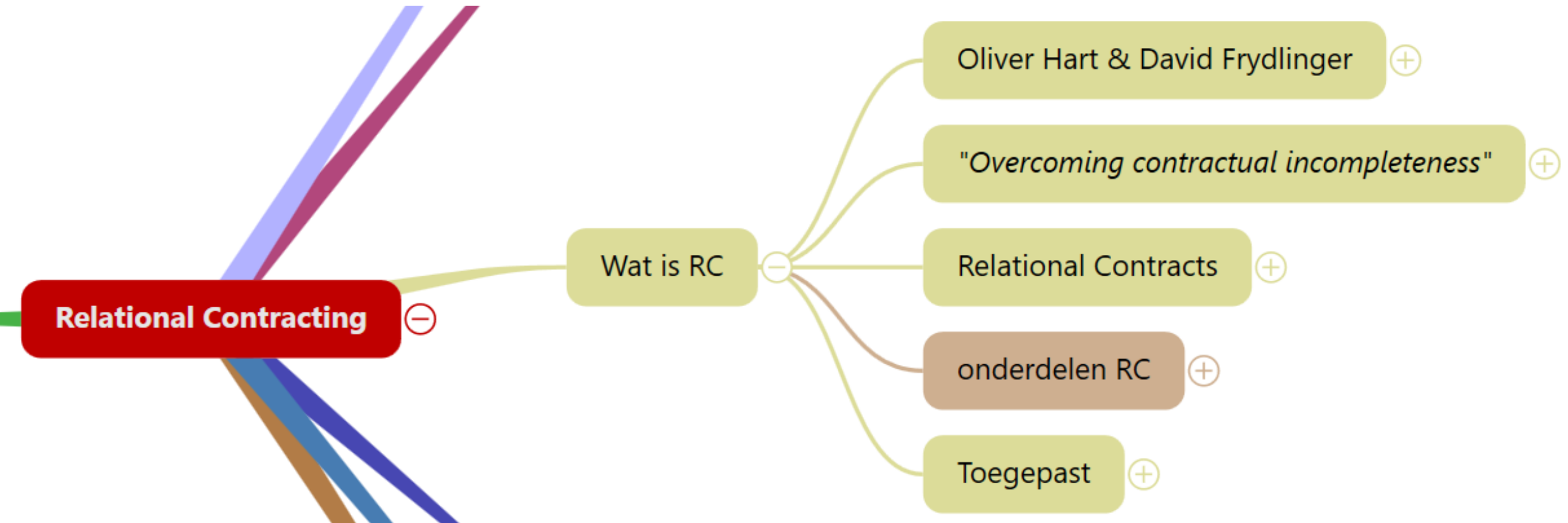
Nederlandse Vereniging voor Aanbestedingsrecht

Malcolm Aalstein & Niek Ridderbos | 20.11.25

Relational Contracting



Overcoming Contractual Incompleteness (1)



Overcoming Contractual Incompleteness (2)

Oliver Hart & David Frydlinger

Overcoming Contractual Incompleteness: The Role of Guiding Principles

David Frydlinger, Oliver D. Hart

NBER Working Paper No. 26245

Issued in September 2019

NBER Program(s): The Corporate Finance Program, The Law and Economics Program

We consider a buyer and seller who contract over a service. The contract encourages investment and provides a reference point for the transaction. In normal times the contract works well. But with some probability an abnormal state occurs and the service must be modified. The parties expect each other to behave "reasonably", but given self-serving biases their views of reasonableness may not coincide, leading to aggravement and deadweight losses. The adoption by the parties of guiding principles such as loyalty and equity in their contract can help. We provide supporting evidence in the form of case studies and interviews.

onvolledigheid

onvoorziene omstandigheden

onvoorziene toekomstige ontwikkelingen

interpretatieverschillen

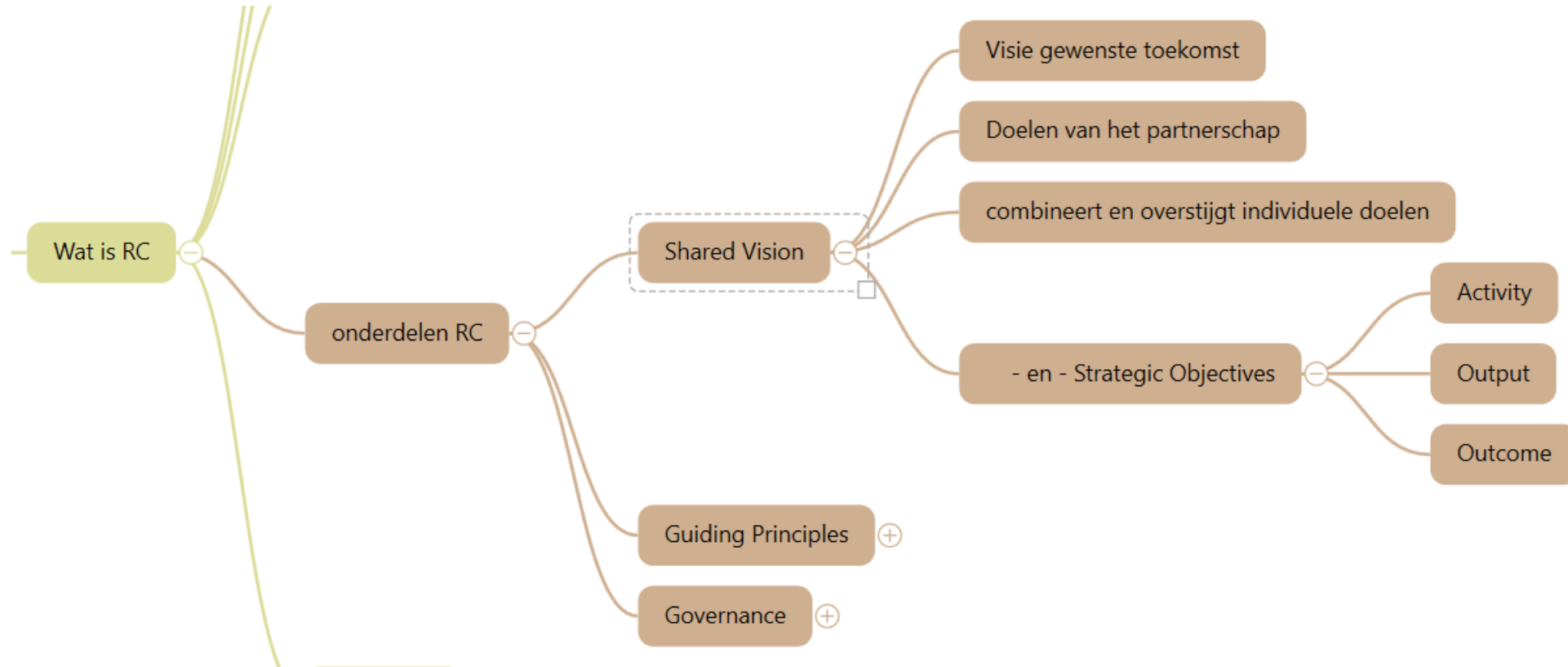
het 'Hart' van het artikel



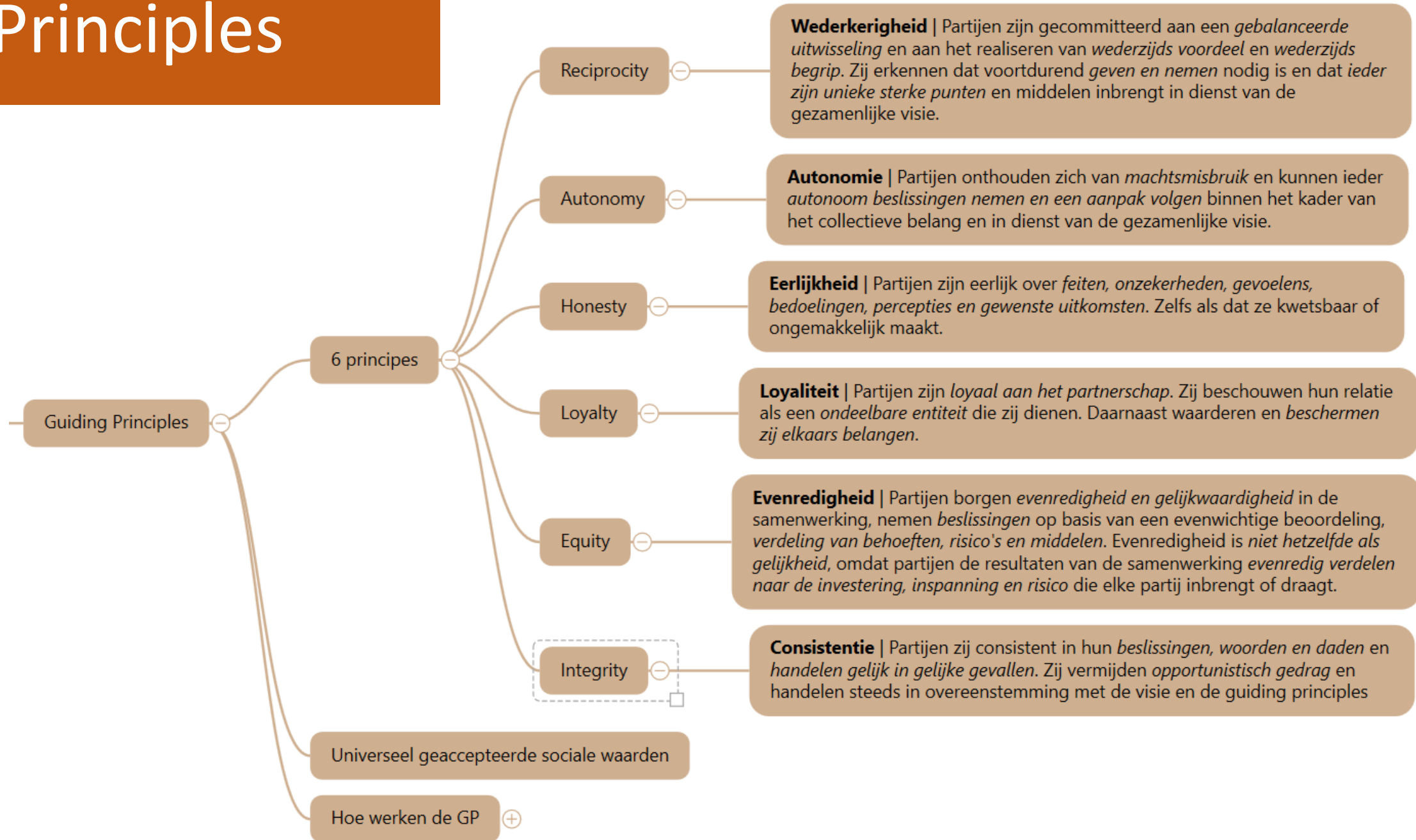
Goede eerste ingang



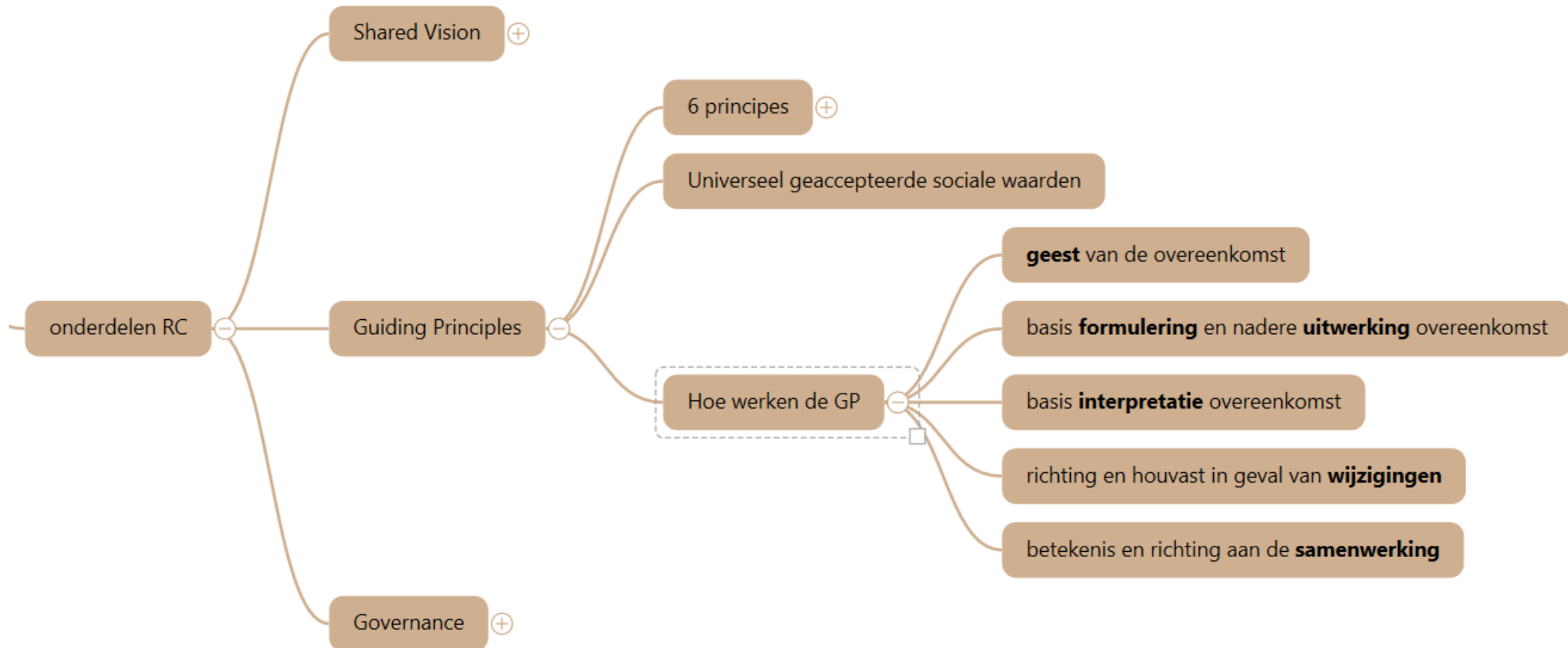
Onderdelen RC: Shared Vision



6 Principles



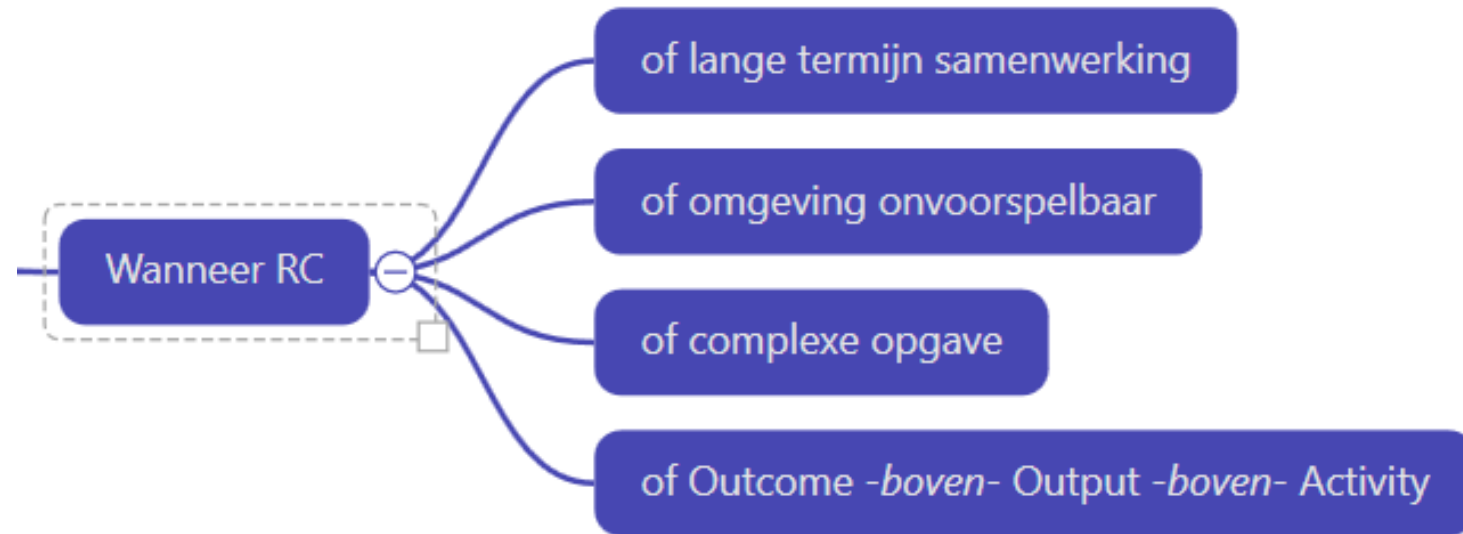
Onderdelen RC: Guiding Principles



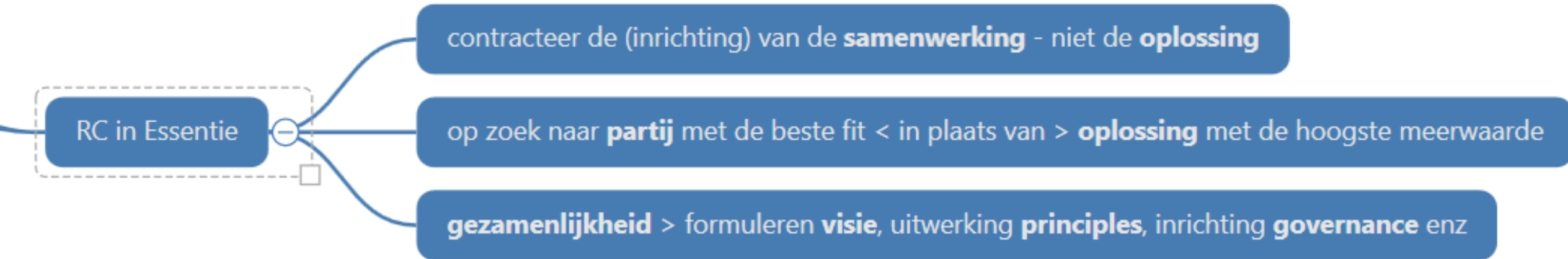
Governance



Wanneer Relational Contracting



Relational Contracting in essentie



Relational Contracting

Intro

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