

# Abstract

**Title: Las empresas familiares en el sector de la construcción**

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If we watched in our surroundings, is so well-known the presence of familiar companies that everybody knows a company or many, if it is that it does not work in some. In all type of mercantile activities, distributed by all the territory, with different small and medium dimensions, coverall, but also great companies with implantations of market that cover all the possible phantom, from the local market to the solid position in international markets, we found companies that respond to the familiar profile of the well-known like 'familiares', businesses under the control and the direction of one or more proprietors with familiar bonds, and that have continuity in the time.

The fact that throughout the years it is spoken more of familiar companies than before, is not because now more businesses of this type appear, in fact is less, but that must to that its majority presence in the productive structure of the country has waked up the interest as study object, but when the own concept of familiar company presents manifold conceptual shades.

Of the 100 main companies of the European Union in invoicing terms, 25 are controlled by one or diverse families, which shows the importance and the economic dynamism of the familiar companies in our territory, at the same time that breaks with the idea that this type of companies is used to having one limited dimension. Catalonia is not an exception of this phenomenon, but all the opposite, since more of 65% of the Catalan companies can be considered familiar, concentrating almost 60% of the total occupation. Its protagonism is cause and effect of its capacity of creation of places of work, the export and its productive implantation in other countries. The familiar companies are an important pillar within the Catalan productive structure.

In that sense, the sector of the construction counts in Catalonia with important companies of familiar character, many of them in period of development of ample expansive programs, that in addition know what is to obtain numerous benefits. Among them they emphasize Comsa, Grupo Copisa, Acsa Sorigué, Copcisa and Construcciones Rubau. But, what is what differentiates to these companies from others from the sector? , what positive and negative influences have been able to generate, on its efficiency and competitiveness, by the fact of being familiar companies?

This work has like objective that indeed: to characterize the particularities of the familiar companies (with a special interest by the aspects related to the management and the succession), and to go deep in the knowledge of which they belong properly to the sector of the construction, taking as it bases the Catalan companies.

For it an important work of documentation has been made, seeing itself this one complimented with the accomplishment of three interviews proprietors or directors of construction companies with a noticeable familiar character.

As the study has been progressing, they have been shown the strengths and weaknesses more characteristic of this type of companies, being the aspects related to the Control of the Property, the Risk and the Growth those that report a greater meaning, and being these clearly tie with the Theory of the Agency and the Syndrome of Aversion to the Risk.

One reaches the conclusion that this type of companies needs a greater professionalization to continue undertaking their intentions successfully, either by means of the change of some personal preferences of which they show the property or by means of the natural evolution towards one more a technical rationality (and the less psychological).