10 GUIDELINES FOR SUCCESSFUL COLLABORATIVE CONTRACTING

Define your common goal.

Sit in the other person’s chair.

Clearly state and review any “dealbreaker” issues.

Look for common concerns and examine them from each side.

Problems solve together rather than just saying “this won’t work”

Manage expectations and remember that one party might have to follow imposed guidelines and may be limited where they can bend.

Be open to compromise.

Define, address and prepare for ANY eventuality. Know at contracting time you’re your “What If” scenarios are and how you will deal with them. Preparation is key.

Discuss and work toward equitably shared liability, should the “What If’s” come in to play.

REMEMBER THAT YOU ARE BOTH ACTUALLY ON THE SAME SIDE.