

THE CONTRACT PROFESSIONAL'S PLAYBOOK

The Definitive Guide to Maximizing Value through Mastery of Performance and Outcome-Based Contracting

List of Tools

- Stakeholder Matrix
- Stakeholder Analysis
- Contract Closeout Checklist
- An Informal Process to Resolving Disputes
- Kickoff Meeting Checklist
- Contract Summary Checklist Goods
- Contract Summary Checklist Services
- Lessons Learned Checklist
- Requirements Checklist Goods
- Requirements Checklist Service
- Change Management Checklist
- Risk Monitoring Template
- Contract Management Checklist
- Contract Termination Checklist
- Lessons Learned Checklist
- Requirements Checklist Hybrid Purchase
- When Issues Persist Checklist
- Bidder Objections/Issues List
- Approach to Negotiating Redlines
- Exit Management Plan Checklist
- Strategic Relationship Requirements Spreadsheet
- Transition Plan Checklist
- Negotiation Action Tracking Spreadsheet