

THE CONTRACT PROFESSIONAL'S PLAYBOOK

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

List of Tools

Week 1

- Stakeholder Matrix
- Stakeholder Analysis

Week 2

- Sourcing Continuum Chart

Week 3

- Requirements Checklist Service
- Requirements Checklist Hybrid Purchase
- Strategic Relationship Requirements Tool

Week 4

- Value Exchange Tool

Week 5

- Risk Monitoring Template
- Risk Checklists

Week 6

- Terms Matrix
- Tradeoff Matrix

Week 7

- Strategy Checklists

Week 8

- Approach to Negotiating Redlines
- Negotiation-Action Tracking Spreadsheet

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Week 9

- Contract Summary Checklist Services
- Contract Management Plan Checklist
- Kickoff Meeting Checklist

Week 10

- Change Management Checklist

Week 11

- An Informal Process to Resolving Disputes
- When Issues Persist Checklist

Week 12

- Lessons Learning Checklist
- Contract Termination Checklist
- Transition Plan Checklist
- Exit Management Plan Checklist