

What does good and bad procurement look like from a contracting and relationship management perspective?

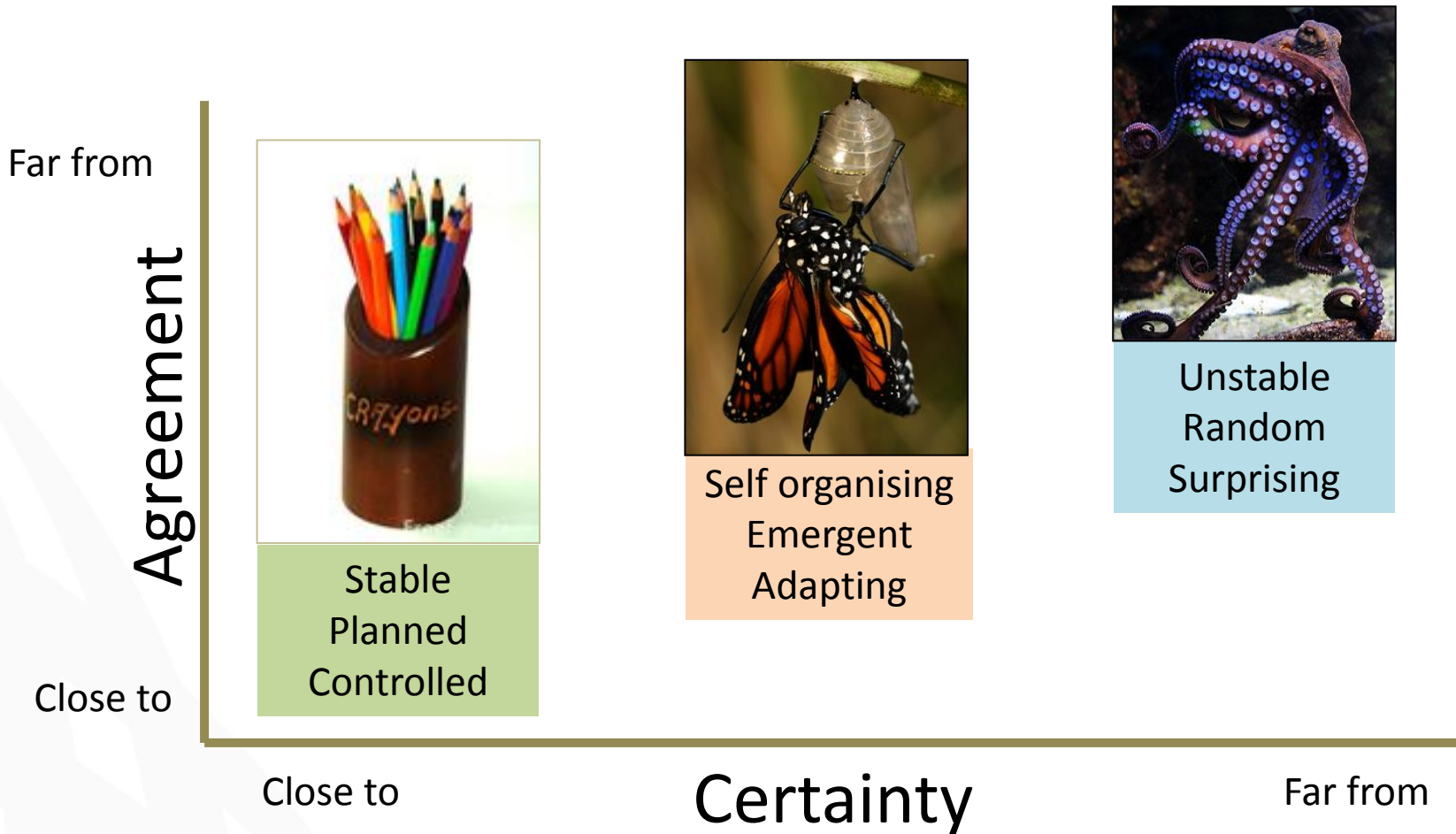
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Kinnect
group

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What: what is the context?



Landscape Diagram adapted from Human Systems Dynamics Institute

Butterfly picture http://www.nationalgeographic.com/great-migrations-educator-resources/gallery/monarchs/#/monarch-butterfly-emerges_24313_600x450.jpg

Octopus picture <http://www.scientificamerican.com/article/octopuses-propelled-by-worm-like-movement/>

So what?

How we work

Clear expectations
Goals
Fixed price
Set and forget

Learn together
Guidelines
Allow for change
Regular ongoing
contact/involvement

Co-construct
Mutual exploration
Respond to
opportunity
Work together



Stable
Planned
Controlled

Self organising
Emergent
Adapting

Unstable
Random
Surprising

Context

Now what?

- How the work is scoped? Tight prescribed-> Loose guidelines with accountability?
- How much flexibility in the contracting process? Fixed contract -> Adaptive contract?
- What type of relationship is needed to get the work done? Distant -> Close?

Thank you



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