Partnering as a Best Practice

- Ray Dupont- Seminar leader
- Executive Consultants’ Network
- 888-340-6067
- exconsult@aol.com
Something’s missing

“I saved some money on the footings. But don’t worry—no one will ever notice.”
Something’s Missing
Our Objectives Today

- Less information on Partnering as a Best Practice
- More information on best practices of a Best Practice
- Discuss when to invest in partnering, absolute essentials, benefits, trends, and experiences
At the count of three, I want everyone to face the person next to him and get rid of your hostilities and be happy human beings.
Absolute Essentials for Partnering

- Establishment of partnering atmosphere
- Clear statement of expectations
- Open discussion of concerns
- Review of processes
- Development of performance measures
“Organizational Chart”
Investment in Partnering

- When there’s a history of bad relationships or projects
- When the project is complex (project or people)
- When the timeframe is very long or short
- When someone’s processes are unclear
- When more is hoped for
- When strong synergy is necessary
Quality Problems?

CLOSE TO HOME

"I did call the builder. He said it's normal for a new house to settle a bit and that he'll give us a 25 percent discount on all caulking supplies."

© 1997 John McPherson
All Rights Reserved
www.crock.com
Benefits of Partnering

- Instant first impressions
- Starting on the same page
- Hitting problems head on
- Avoiding the maze
- One yardstick for everyone— a vehicle for accountability
Partnering Trends

- The shorter the better
- Less team, more project
- No nonsense
- Accountability- more or less
- Generational divide
- Field/ Office divide
- Qualifying systems
Evaluation Time

DILBERT

LET'S GO AROUND THE CIRCLE AND SHARE WHAT WE LEARNED IN THE THREE-DAY WORKSHOP.

AT FIRST I THOUGHT IT WAS A WASTE OF OUR TRAINING BUDGET...

THEN YOU ASKED US TO FORM TEAMS AND MAKE PAPER AIRPLANES WHILE BLINDFOLDED...

I DON'T KNOW IF IT WAS BECAUSE OF THE DARKNESS OR THE WAY WE SHARED OUR THOUGHTS ABOUT FLIGHT.

I LEARNED THAT YOU SHOULDN'T PUT A LITTLE ERASER-PILOT IN YOUR PAPER AIRPLANE.

BY SCOTT ADAMS

BUT SUDDENLY I FOUND UNCONDITIONAL LOVE FOR MY CO-WORKERS.

AS A RESULT, I'VE BECOME A COMPETITIVE LION, EAGER TO POUNCE ON MY WORKLOAD AND INCREASE STOCKHOLDER VALUES!

THANK YOU, WALLY.

DILBERT, WHAT DID YOU LEARN?

SOMEONE NEEDS A GROUP HUG!
The Good

- Good partners
- Frequent accountability
- Stick-to-itiveness
The Bad

- Pre-poisoned
- Field/ management disconnect
- Over-capacity
The Ugly

- Personalities
- One rotten apple
Partnering as a Best Practice

- Ray Dupont - Seminar leader
- Executive Consultants’ Network
- 888-340-6067
- exconsult@aol.com