

# AGILE VS. TRADITIONAL CONTRACT PRACTICES

AGILE VS. TRADITIONAL CONTRACT **VALUES** – (Note. See <http://davidfrico.com/agile-vs-trad-contract-manifesto.pdf>)

• <b>Business &amp; Mission Value</b>	• <b>OVER</b> Scope, Processes, & Deliverables
• <b>Personal Interactions</b>	• <b>OVER</b> Contract, Auditor, & Legal Interactions
• <b>Conversations and Consensus</b>	• <b>OVER</b> Contract Negotiations & Control
• <b>Collaboration &amp; Co-Dependency</b>	• <b>OVER</b> Methodology & Adversarialism
• <b>Exploration, Evolution, &amp; Emergence</b>	• <b>OVER</b> Forecasting & Control
• <b>Early Continuous Quality Solutions</b>	• <b>OVER</b> Late, Long-Term Deliveries
• <b>Entrepreneurialism &amp; Openness</b>	• <b>OVER</b> Compliance & Self-Interest
• <b>Customer Satisfaction and Quality</b>	• <b>OVER</b> Policies & Governance

AGILE VS. TRADITIONAL CONTRACT **PRINCIPLES** – (Note. See <http://davidfrico.com/agile-vs-trad-contract-principles.pdf>)

• <b>Value vs. Scope</b>	• Seek business or mission value vs. 100% scope completion
• <b>Objectives vs. Capabilities</b>	• Establish performance objectives vs. technical specifications
• <b>Relationships vs. Regulations</b>	• Focus on relationships and trust vs. regulatory requirements
• <b>Communication vs. Documents</b>	• Use human communications vs. volumes of documentation
• <b>Conversation vs. Negotiation</b>	• Have informal conversations vs. negotiations and debates
• <b>Consensus vs. Dictation</b>	• Reach consensus on solutions vs. top-down policy edicts
• <b>Collaboration vs. Proprietary</b>	• Collaborate and open sharing vs. intellectual property rights
• <b>Partnership vs. Adversarialism</b>	• Share successes and failures vs. supplier-acquirer barriers
• <b>Exploration vs. Predictiveness</b>	• Discover and explore solutions vs. predicting performance
• <b>Evolutionary vs. Big Bang</b>	• Iterate, emerge, and flow ideas vs. late big bang delivery
• <b>Results vs. Processes</b>	• Reward products and end-results vs. processes and methods
• <b>Solutions vs. Retribution</b>	• Pursue innovative solutions vs. punishing non-compliance
• <b>Initiative vs. Control</b>	• Foster initiative and motivation vs. manufacturing control
• <b>Creativity vs. Constraints</b>	• Encourage creativity and risk-taking vs. meeting constraints
• <b>Quality vs. Quantity</b>	• Early testing and certification vs. late, big-bang integration
• <b>Satisfaction vs. Compliance</b>	• Achieve customer satisfaction vs. contractual compliance

AGILE VS. TRADITIONAL CONTRACT **PRACTICES** (TYPICAL)

• Pair programming	• No backstabbing
• Collocation	• Vision planning
• Open workspaces	• Scope planning
• Collective code ownership	• Cross training
• Move people around	• Social activities
• Backlog planning	• Brainstorming
• Release planning	• Anonymous suggestion box
• Iteration planning	• Lean-kanban
• Daily standups	• Planning poker
• Iteration demo	• Continuous integration
• Retrospectives	• Evolutionary design
• Small teams	• Feature teams
• Small releases	• Sustainable pace
• Small iterations	• Onsite customer
• Conversations	• Scrum masters
• Respect and dignity	• Cross functional teams

AGILE VS. TRADITIONAL CONTRACT **PRACTICES** (ATYPICAL)

• Relationship managers
• Vision managers
• Conflict managers
• Teamwork coaches
• Collaboration coaches
• Relationship retrospectives (internal)
• Relationship retrospectives (external)
• Relationship coaches (individual)
• Relationship coaches (team)
• Relationship coaches (customer)
• Cross-cultural coaches (national)
• Cross-cultural coaches (business)
• Communication skill coaches
• Listening skill coaches
• Consensus-based decision-making coaches
• Respect and dignity coaches

CONTRACT CLAUSES–**TO BOX PEOPLE IN**

• Rules and regulations
• Laws and legal stipulations
• Processes, methods, and manufacturing techniques
• Documents, deliverables, and records
• Plans, timelines, and schedules
• Reports, communications, and emails
• Meetings, reviews, and boards
• Cost estimates, budgets, and resource plans
• Penalties, threats, and punishments
• Skills, qualifications, and competencies
• Ethnicity, race, gender, and nationality
• Age, experience, and past performance
• Certifications, training, and education
• Ethics, conflict of interest, and non-disclosure
• Intellectual property, patents, and copyrights

CONTRACT CLAUSES–**TO LET PEOPLE OUT**

• Minimal rules and regulations
• Sparse, flexible at-will termination agreements
• Light, informal, just-in-time, and situational tools and techniques
• Minimal lightweight, auto-generated electronic documentation
• Lightweight, flexible plans, timelines, and schedules
• Informal reporting, communications, and human interactions
• Daily standups, product demonstrations, and collaboration
• Initial, broad-sweeping consensus-based resource estimating
• Rewards, profit sharing, and leadership recognition
• Raw talent, motivation, and willingness to learn
• Diversity, plurality, and out-of-the-box thinking
• Current skills, abilities, and relevance
• Innate talent, capabilities, and initiative to learn-the-fly
• Openness, transparency, entrepreneurialism, and leadership
• Open innovation, external collaboration, and information sharing