

AGILE VS. TRADITIONAL CONTRACT PRINCIPLES

(Note 1. See *Agile Contracting Manifesto*, <http://davidfrico.com/agile-vs-trad-contract-manifesto.pdf> ...)

(Note 2. See *Agile Contracting Practices*, <http://davidfrico.com/agile-vs-trad-contract-practices.pdf> ...)

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