

Negotiation Issues in Statistical Consulting

From Derr, 2000

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1. What is your role?
2. What are the roles of others?
3. How will communication be maintained?
4. What are the deliverables?
5. What are the deadlines?
6. How will you be compensated?
7. What are the accepted statistical practices?
8. What are the ownership rights?
9. What are the conditions for security and confidentiality?
10. When is your participation finished?

Identify which issues affect your involvement in each project.

Different Projects, Different Issues.