

Managerial Contracting



Lisa Bernstein and Brad Peterson



WMS Practices

From Sadun, HBR (2017)

Category

Elements

Operations Management

- Use of lean techniques
- Reasons for adopting lean

Performance Monitoring

- Process Documentation
- Use of KPIs
- KPI Reviews
- Discussion of results
- Consequences for missing targets

Target Setting

- Choice of Target
- Connection to Strategy and extent to which Targets Cascade down to employees
- Time Horizon
- Level of Challenge
- Clarity of goals and measurement

Talent Management

- Talent mindset, stretch goals, management of low performance, talent development, EVP, talent retention



Getting Started

Overview of Supplier Dashboards

 **Summary of Supplier by KPI**
Summary view with KPI results
Time run: 11/4/2020 4:16:01 PM

Report Title, Description, and Date run

Report View Drop Down to access different report views

Report View:

Supplier				Quality							Delivery					Pay Terms	Risk			Sourcing		Strategy		
CSID	Common Supplier Name	Spend (\$M)	Diversity	OSA Status	NCMs	NCM DPPM	SCARs	SCAR 24hr	ICQ Claims	ICQ DPPM	Early	On-Time	Late	WLT Days	LT Comply	Import Issues	WPT Days	Sustain	Div T2	EtQ	Contract	ERS	Contact	iSupplier
		\$9.147	N	Approved	55	55	0		71	406	3.4%	93.1%	3.5%	34.0	92.6%	1	79.11	S		Y	Y		Y	Y

Link to export results for further analysis

Blue text signifies that you can drill into this number to see additional detail

Request Results

Effects on Contract Governance Writ Large

1

Increases the likelihood that **cooperative contracting relationships** will arise and endure

2

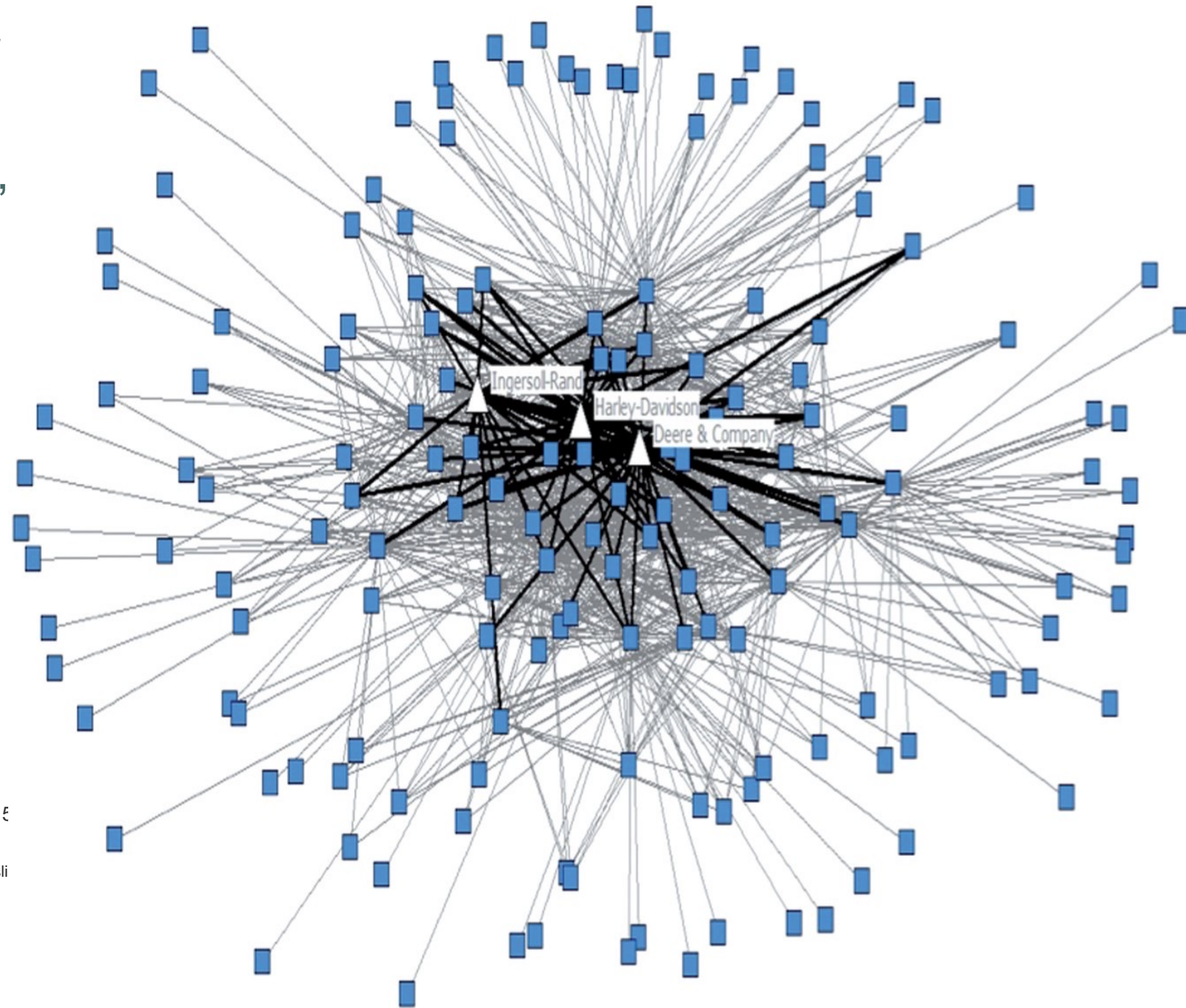
Enhances the strength of **network governance**

3

Facilitates the emergence of **competence-based trust**, and **process-based trust** which studies show also leads to increases in **interpersonal trust**



Figure 1. Sociogram of the Connections Between Deere, Harley, Ingersoll and their Suppliers (dark lines) and the relationships between the suppliers (grey lines)



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