Table of contents

- Preface (p. viii)
- Chapter 1 The Culture Change (p. 1)
- Chapter 2 Identifying the Organisation's Value Criteria (p. 7)
- Chapter 3 Partnering Advisers and Facilitators (p. 11)
- Chapter 4 Internal Partnering and Managing Change (p. 16)
- Chapter 5 Selection Criteria and Weighting (p. 22)
- Chapter 6 Selecting Supplier Partners (p. 29)
- Chapter 7 Writing Effective Partnering Documentation (p. 36)
- Chapter 8 Evaluating Client Partners (p. 44)
- Chapter 9 Submitting Successful Partnering Bids (p. 49)
- Chapter 10 Assessment, Evaluation and Award (p. 54)
- Chapter 11 Developing the Integrated Team (p. 61)
- Chapter 12 Trust (p. 66)
- Chapter 13 Respect for People (p. 72)
- Chapter 14 Communication (p. 77)
- Chapter 15 Non-technical Team Roles (p. 82)
- Chapter 16 Mutual Objectives (p. 86)
- Chapter 17 Issue Resolution (p. 93)
- Chapter 18 Partnering Champions and the Core Group (p. 99)
- Chapter 19 Continuous Improvement (p. 104)
- Chapter 20 Benchmarking and Key Performance Indicators (p. 109)
- Chapter 21 A Programme of Partnering and Integrated Team Workshops (p. 115)
- Chapter 22 Initial Partnering Workshop (p. 123)
- Chapter 23 Continuous Improvement Review (p. 129)
- Chapter 24 Post-project Review (p. 136)
- Chapter 25 Value Management (p. 142)
- Chapter 26 Risk Management (p. 152)
- Chapter 27 Lean Thinking (p. 159)
- Chapter 28 COLA The Cross Organisational Learning Approach (p. 164)
- Chapter 29 Implementing Best Value (p. 170)
- Chapter 30 Sustainability (p. 175)
- Chapter 31 Whole Life Costing (p. 179)
- Chapter 32 Innovation (p. 184)
- Chapter 33 Open Book Accounting (p. 188)
- Chapter 34 Incentives and Rewards (p. 193)
- Chapter 35 Partnering Contracts (p. 199)
- Chapter 36 Involving Interested Parties and Inducting New Staff (p. 204)
- Chapter 37 Avoiding the Pitfalls of Partnering (p. 210)
- Chapter 38 Icebreakers and Team Building Exercises (p. 218)
- **References** (p. 230)
- **Index** (p. 233)