## Negotiating to Define Expectations

Today we'll discuss further some of the questions we talked about last Wednesday, specifically those that should be negotatiated to set expectations of both you and the client. Here's a list provided by Dr. Derr of some key questions.

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

For your group's example, describe the key issues that shaped the interaction, using the above list as a guide. Which were negotatiated well? Poorly? Be ready to summarize your example and the key issues you've identified.						

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Name:	
Name one element from one of the stories discussed in class that you four interesting, insightful, or applicable to your own strengths or weaknesses.	nd particularly