

Do you practice this exactly as stated?

Is this practice done for all products supported by the architecture?

Operational Definition	What is done to implement this item?
Clear contracts between architecture customers and suppliers specify rewards and penalties	
Penalties and rewards are perceived as compelling and "real"	
Customer conflicts are resolved by a clear mechanism, e.g., a shared risk/opportunity model and/or strategic business plan	
Architect is aware of customers' current and future business needs and risks	
Rules of social conduct encourage partnering to solve a common goal	
Suppliers heard of customer needs earlier and earlier	

<p><b>Success</b></p> <p>How does the principle contribute to overall success?</p>	<p><b>Before/After</b></p> <p>Please share a story that illustrates how your organization is different for a particular individual now as opposed to before the principle was in place. (e.g. before we would have to work 60 hour weeks...now we get to see our families)</p>
<p><b>Warning Signs</b></p> <p>What are the warning signs that this principle is <b>not</b> in place?</p>	<p><b>Measurements</b></p> <p>What measurements and trends have been achieved that you attribute to the principle?</p> <p><b>Confidence</b></p> <p>How confident are you that these measurements are an accurate depiction of the performance of the organization? explain.</p>

**Steps**

What steps does your organization take to get started with this

**Who**

Who is responsible for

**Forces**

What forces drove you to implement the principle in the first place? How were those forces addressed?

**Obstacles**

Once you got underway with this principle, what obstacles did you encounter?

