

Nine Factors for Measuring Your Contract Managers' Productivity

There are many ways to measure the success of a contracting cycle, according to an article published by ContractRoom. "For example, the time the contract took to negotiate, the timeliness of the delivery of services and the accuracy and quality of the services delivered are all things that could be measured and considered. But how many of these factors can be used to measure the performance of your internal contract managers? Is it the case that some factors lie outside of their control and should not be considered in managing their overall performance?"

The article says that many of these factors can and should still be considered. It discusses nine factors that should be reviewed.

Read the article.