

Our beliefs exist in the “stereotypes” that we have about people, groups and things. These stereotypes play out in our relationships, often without us even knowing. Today we are going to explore some of our paradigms and how they affect the XXX project.

Step #1: Write down the “stereotypes” that you have, or know exist in the industry, for the various project team players and for partnering.

Example:

Owners	Effect on the Project
Bureaucratic	+ - 0
Don't make timely decisions	+ - 0

Start Here:

Owners	Effect on the Project
	+ - 0
	+ - 0
	+ - 0
	+ - 0
	+ - 0

Contractors/Builders

- + - 0
- + - 0
- + - 0
- + - 0
- + - 0

Consultants (CM's, etc.)

- + - 0
- + - 0
- + - 0
- + - 0
- + - 0

Designers

- + - 0
- + - 0
- + - 0
- + - 0
- + - 0

Partnering

- + - 0
- + - 0
- + - 0
- + - 0
- + - 0

Step #2: After you've written your stereotypes down, go back and evaluate each one to see if this belief has a positive impact on the project (then circle the + next to it), a negative impact on the project (then circle the - next to it), or no impact (then circle the 0 next to it). Do that for all the roles and stereotypes.

Step #3: Now ask yourself, how do these stereotypes affect our project? And our outcomes? Is this what you want?

Step #4: If your answer is NO, then what beliefs do you want and need for your project to succeed?