



Lessons from Landman: Excellence in Procurement from the Patch

Chris Robinson | University of Connecticut
Brandon Harper | Texas Tech University

The Set-Up

- Excellence in Procurement
- A fun and irreverent twist with a West Texas theme
- Paramount+ content – for educational purposes only
- Interactive discussion



Disclaimers

- Landman fans?
- Character dialogue
- Graphic scenes



“Yeah, well, it’s faster than they can”

S1, E5 – Concept: Delivery & Acceptance

Lessons:

- Real life examples?
- Tommy's advice – faster to try and fix on your own?
- Choose responsible vendors
- Develop clearly stated delivery requirements
- Provide clearly defined acceptance processes



“No sir, you want 25”

S1, E9 – Concept: Vendor relations

Lessons:

- Real life examples?
- Cooper's realization – my word is all I've got on this planet
- Have integrity in vendor negotiations
- Business has got to be done over coffee

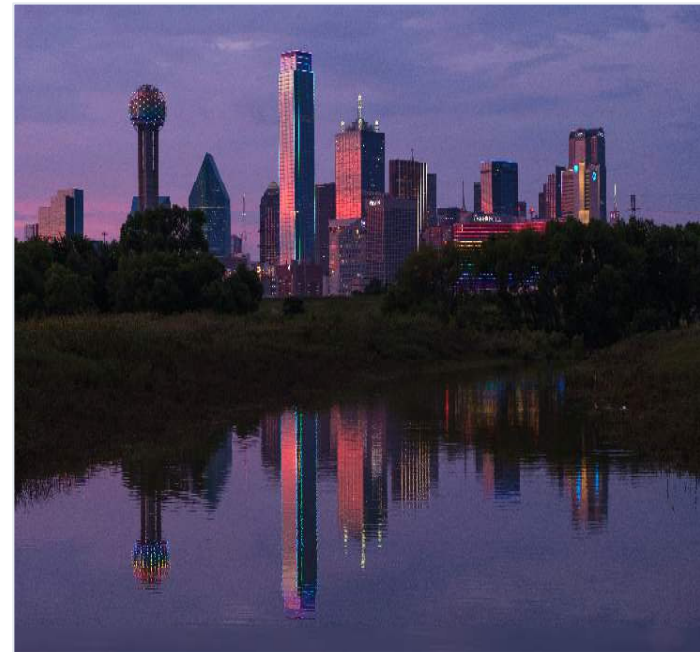


“It hasn’t rained since I moved there”

S2, E1 – Concept: Stakeholder expectations

Lessons:

- Real life examples?
- Re-setting stakeholder expectations when they have a “priority walk-on”
- Re-setting vendor expectations when they have already ordered equipment, materials, etc.



“That’s the future ...”

S2, E6 – Concept: Professional Development

Lessons:

- Real life examples?
- Importance of engaging and networking
- Importance of professional development



“The snakes, we have a code ...”

S2, E4 – Concept: Contract Negotiation

Lessons:

- Real life examples?
- Agree with the Code?
- Who negotiates contracts for your agency?



“That sounds like a good deal ...”

S2, E6 – Concept: Contract Negotiation, part 2

Lessons:

- Real life examples?
- How well did the code work?
- How often have you heard, “We’re done now.”



“Where are you?”

S2, E9 – Concept: Stakeholder Expectations Part 2

Lessons:

- Real life examples?
- Strategies you have used?
- When do you just “write the waiver”?



The Wrap-up

- It's never easier to fix it yourself
- Business has got to be done over coffee
- Priority walk-ons happen
- Go to the Trade Show



The Wrap-up

- The snakes have a code
- Never invite a quail to the negotiation
- Remember where you are





Thank You

Discussion?

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