



Turn Friction to Function in Procurement Collaboration

Presenters:



Faith Harper MA, CTCD, CTCM is a Procurement Manager at Sourcewell who specializes in facilitating technology RFPs. Before joining Sourcewell, she worked in Strategic Acquisitions at Texas Tech University, where she led RFPs and complex IT procurements. Earlier in her career, Faith served as an IT Manager at Texas Tech and leverages that technical knowledge and hands-on experience to strengthen her work in the procurement field. Faith has four beautiful, loud children and a wonderful, loving husband who helps maintain her sanity.



Sherri Barnhardt from North Carolina has more than three decades of experience in public procurement. After a 30--year career in local government, she joined Sourcewell as a Procurement Manager, where she helps design transparent RFPs, strengthen evaluation practices, and mentor colleagues. She remains an active learner, engaging in NIGP leadership and development opportunities. She values practical judgment, collaboration, credits her mentors and teammates for success, and works to simplify complex processes. Outside of work, she values family, community, and quiet time to recharge—approaching each commitment with integrity, curiosity, and respect.

Summary:

What if some of your biggest procurement challenges such as delays, misalignment, and stakeholder friction aren't process problems at all, but people problems you can actually fix? In today's environment, procurement professionals are expected to lead, influence, and collaborate across departments and with suppliers, often without formal training in how to make those partnerships succeed. The result? Miscommunication, stalled projects, and missed opportunities. This session cuts through the noise and gives you a practical, people-first framework you can use immediately. Using Patrick Lencioni's Five Dysfunctions of a Team model, we'll break down the real reasons collaboration breakdowns in procurement. You'll learn how to identify and address the five common dysfunctions: 1. Absence of trust 2. Fear of conflict 3. Lack of commitment 4. Avoidance of accountability 5. Inattention to results. You'll leave with actionable strategies to strengthen partnerships in your day-to-day work—whether you're managing stakeholders, leading cross-functional initiatives, or working with suppliers: • Establish shared vision and goals • Improve communication and reduce friction • Foster trust and a collaborative culture • Strengthen cross-functional alignment • Promote understanding across roles and perspectives • Celebrate and reinforce success. Designed for procurement professionals at all levels, this session develops the leadership behaviors, interpersonal awareness, and shared language needed to communicate effectively, build trust, and collaborate in increasingly complex, interconnected environments. Participants will be equipped with practical strategies they can apply immediately to strengthen partnerships, reduce friction, increase engagement, lower costs, and deliver more consistent, high-quality results.