

Principles Scorecard

Definition		Damaged	Challenged	Neutral	Demonstrated	Established
		Relationship is damaged	Relationship is misaligned	New relationship or little engagement by either party	Proven commitment and delivery	Committed, invested and consistent over time
Trust	Belief in the reliability of communications and shared data.					
Collaboration	Willingness of trading partners to openly and honestly work together toward a common goal.					
Transparency	Open, honest, timely sharing of thorough information and data among all trading partners.					
Timeliness	Data provided at a favorable or opportune time that meets the expectations of all stakeholders.					
Accuracy	Complete, consistent and correct data across all information sources.					
Ownership	Taking the initiative and having ultimate responsibility for the quality and timeliness of the outcome, and the willingness to own a decision.					
Accountability	Taking responsibility to provide accurate input and complete the tasks for which they agree to.					
Quality	Usable and accurate data and communication shared between stakeholders.					
Value	Creating important and worthwhile content, insights, initiatives and outputs.					
Leadership	Providing guidance and direction that results in positive interactions and outputs.					
Innovation	Creating and leading positive change between stakeholders – ideas, processes, content, results.					