

# Rethinking Contracting

*Have a cuppa instead*

*Brad Scott  
Farhana Ahmedabadi-Patel*

Round One

# The Familiar

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In pairs: one consultant, one client.

Have the contracting conversation exactly as you normally would.

**5–7 minutes.**

*No need to change anything.*

Round Two

# The Cuppa

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Same scenario. Same roles.

But this time; you've just sat down with a cuppa.

*No rush to define. No pressure to diagnose.*

**Your only intention is to understand.**

## The Familiar

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'As you think about your next piece of work... where might you choose to slow down?'

'What will you do differently in the first five minutes of your next contracting conversation?'

## The Cuppa

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'What might having a cuppa look like in a real, slightly messy organisational setting?'

What's the one small shift you're willing to experiment with?

**Connection  
first.**

**Contract  
second.**

**Thank You**