

U.V.I.P. OUTLINE

UVIP THE 4 ELEMENTS DEFINED:

U- Understanding

V- Value

I - Interactive

P- Professionalism

The greatest power of these **4 Elements** is when, you as a Client needs a Service Provider to see why you are the Preferred Customer they want to work with. From there it is a simple conversation to help you determine and define your power as a valued Customer. If you understand and can perform to the standards you have set with your defined values.

Understanding = A basic understanding of challenge and possible outcome need to be achieved.

1. Possess specific knowledge or understanding to articulate and develop objectives for your project-
2. Possess ability to articulate a process and/or solution(s) for project
3. Possess skills and/or resources to help provide solutions and standards specific to your project
4. Possess judgment to advise on your project's main direction or outcomes

Value = Appreciation of various contributions

5. Value other's expertise
6. Value others time with punctuality
7. Value other's efforts
8. Value others as equal.

Interactive = Continual engagement in the process with input and feedback about the direction of your project

9. Timeliness with additional research or changes
10. Pertinent feedback
11. Remains engaged with the process and other participants
12. Commitment to collaborate

Professionalism = Possess a set of standards and expectations appropriate for projects situation.

13. Professional appearance, conduct and keeping personal views in check
14. Takes personal responsibility for character, actions and performance
15. Takes responsibility for their part
16. Appropriate reaction to project challenges