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**NATIONAL STANDARD OF THE
PEOPLE'S REPUBLIC OF CHINA**

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**Principles for successful collaborative business relationship
management**

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foreword

This document is in accordance with the provisions of GB/T 1.1-2020 "Guidelines for Standardization Work Part 1. Structure and Drafting Rules of Standardization Documents" drafted.

This document is equivalent to ISO /T R44000.2019 "Principles of successful cooperative business relationship management", and the type of document is determined by ISO 's technical report.

The report is adjusted to my country's national standardization guiding technical document.

The following editorial changes have been made to this document.

---In accordance with the requirements of GB/T 1.1, the article number has been added.

Please note that some content of this document may be patented. The issuing agency of this document assumes no responsibility for identifying patents.

Introduction

Following common principles helps to plan a good partnership, independent of industry or other factors. Lack of cooperation on these principles

Relationships are highly likely to face challenges and reduce the odds of success.

The essence of collaborative work is to enable organizations to achieve better results than

if they were working individually. Continue to pay attention to the value brought by cooperation, there are

Helps organizations increase awareness and ability to capture value-added opportunities in existing and new partnerships.

Partnerships based on aligned vision and values, business goals, and a commitment to mutual benefit can reduce risk, improve performance and

Synergies can be achieved in terms of efficiency, improving product or service capabilities, developing and innovating products, and improving performance through behavioral change.

The Cooperative Business Relationship Management Principles help explain and understand the requirements and guidelines for collaborative work. This document is prepared by ISO /TC286 technology

Formulated by international experts from the Technical Committee, which is responsible for formulating and maintaining the International Organization for Standardization (ISO) standards in the field of science.

During the translation process of this document, "colaborative" is translated as "colaboratory", and related terms are translated as "collaboration" in GB/T 40144.

The principles set forth in this document provide support for the organization to complete the implementation and operation of cross-border cooperation, and are conducive to achieving mutual benefits and improving

value. This document provides the following explanations for each principle.

- Description. a description of the principle;
- justification. explain the importance and significance of the principle to the organization;
- Main benefits. Examples of benefits that can be obtained by fully applying the principle.

Building an effective partnership is an iterative process, and these principles will evolve over the life of the partnership.

Principles of successful partnership business relationship management

1 Scope

This document describes the twelve principles of cooperative business relationship management.

The development of ISO 44001 and related cooperative management standards is based on an understanding and recognition of these principles.

2 Normative references

The contents of the following documents constitute essential provisions of this document through normative references in the text. Among them, dated citations

documents, only the version corresponding to that date applies to this document; for undated references, the latest edition (including all amendments) applies to this document.

Note. GB/T 40144-2021 Collaborative business relationship management system requirements and framework (ISO 44001.2017, IDT)

3 Terms and Definitions

Terms and definitions defined in ISO 44001 apply to this document.

4.1 Description

A disciplined process for managing and maintaining a partnership contributes to success.

4.2 Reasons

To be sustainable, partnerships need to be based on systems and processes (whether developed internally or jointly externally), with

Continued focus on monitoring and development of competencies and behaviors.

4.3 Key benefits

A partnership based solely on personal relationships is important, but can easily be affected by personnel adjustments at any time. By partner

Documenting the process in a way that partners unanimously ensures that the partnership is not weakened by changes in leadership and facilitates subsequent entry into the operation.

Battalion personnel with a clear understanding of how the partnership works and the expectations of all parties involved.

5.1 Description

The vision and values of an organization that is willing to cooperate will have an impact on the effectiveness of cooperation.