



USAID
FROM THE AMERICAN PEOPLE

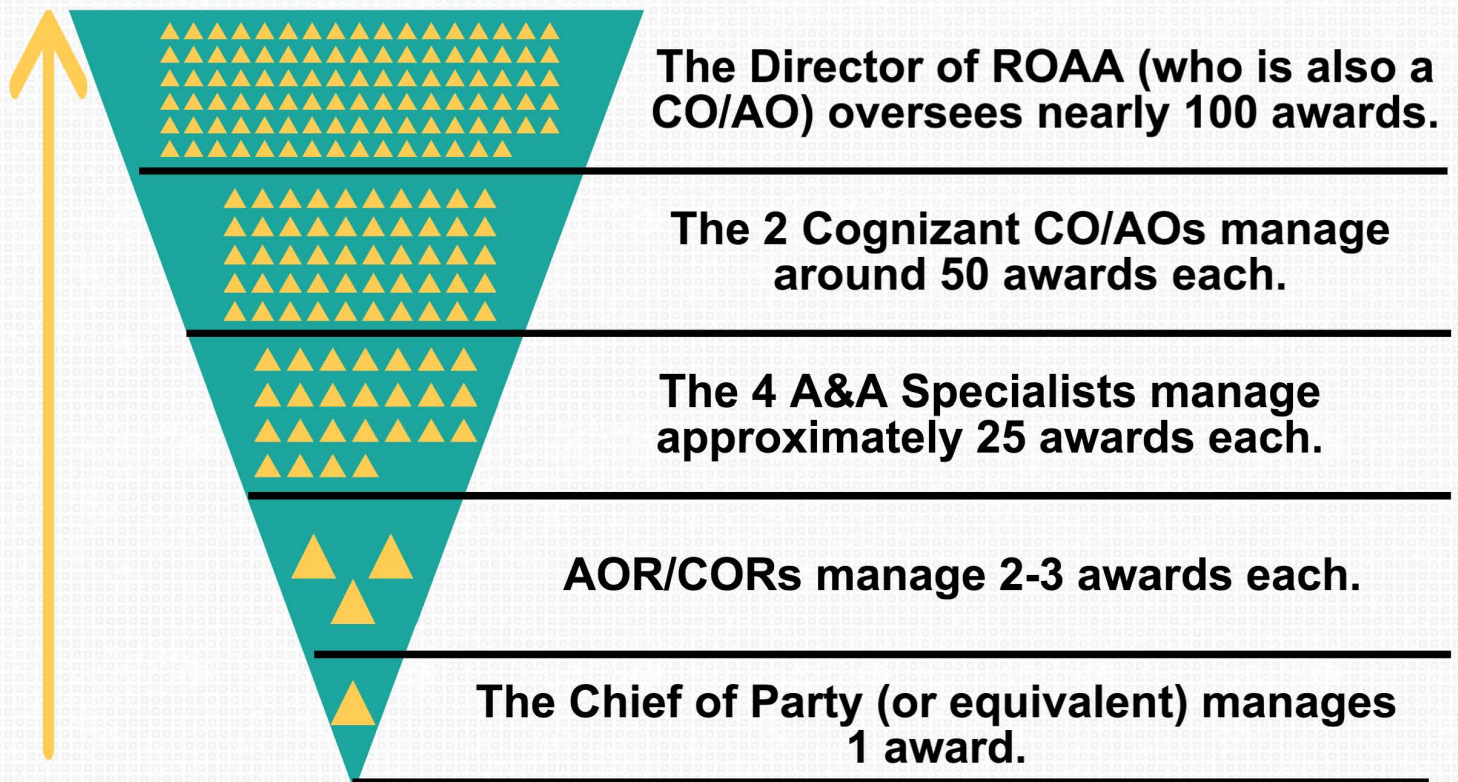
The Procurement Chain of Command

and

Pope's 4 Ps of decision-making

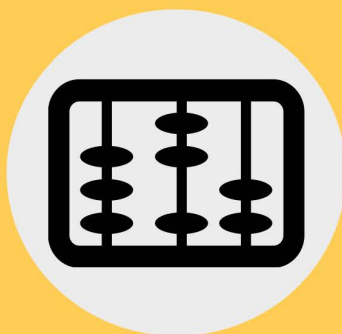


Did you know.....



While the Director of ROAA always enjoys hearing from partners, following the procurement chain of command typically leads to expedited decisions, especially if they are within the AOR/COR's authority. In case a decision has to go up the chain of command, if the 4 Ps below are followed, typically a more expedited decision can be made because the research has already been done.

Keep Chuck Pope's 4 Ps in mind as you structure your emails, conversations and requests with your AOR/COR. This approach will make interactions more efficient and productive - allowing the right decisions to be made as quickly as possible.



PROBLEM

Tell us the who, what, where, when, why and how of your problem/issue.



PROPOSED SOLUTION

If you think you have a way to solve the problem, let us know your idea!



POLICY

Where in the award or policy/regulation does it give USAID the authority to make a decision, give approval, offer direction and/or provide guidance? What policy allows (or doesn't expressly prohibit) the proposed solution?



PRECEDENT

Where, when and with whom (CO/AO) have you tried the recommended course of action before AND was it successful? Precedent is very important when there isn't a specific policy governing the proposed solution.