These questions can be asked when the company is evaluating a vendor or consultant relationship.

* How many active organizations do you currently represent?
* What industries?
* Are you working with any direct competitors of ours?
* Do you have any exclusive or nonpoaching agreements with any of these organizations?
* Do you have an existing retainer with any of these?
* What is the average length of your assignments during the last year?
* Depict the scope of work for a typical assignment.
* What database or project tools are you familiar with, such as Access or Project?
* What other tools are needed for the level of tasking requested?
* What is your expectation of onsite versus offsite work?
* If additional assets are required to meet the scope of work (SOW), how would these be recruited and deployed?
* Do you have a model agreement that you prefer to use, and is it modularized for adding SOWs or tasking within an SOW?
* Do any of your assignments feature early completion incentives?
* What is your preferred compensation structure?