

## What Am I Missing Here?

### Thought-Provoking Questions for the Clinical Research Industry

By Norman M. Goldfarb

#### 136. You're taking advantage of me

Most research sites think study sponsors have all the power in the relationship. Most study sponsors think sites have all the power. How can both perspectives coexist? The answer is timing: Before the CTA is signed, the sponsor can drive a hard bargain. But, after the CTA is signed, the sponsor has to work with the sites it has. Wouldn't it be better if the sponsor and site were to work together over the long term so the balance of power becomes a non-issue? What am I missing here?

**Do you know a better way? Is something getting under your skin? Please send your ideas for future columns to [ngoldfarb@firstclinical.com](mailto:ngoldfarb@firstclinical.com).**

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