



How to Get the Best Deal When Purchasing IT Equipment

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LET'S TALK!

Decision Making Made Easy

Get the Best Deals When Purchasing IT Equipment



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The Decision Making Process

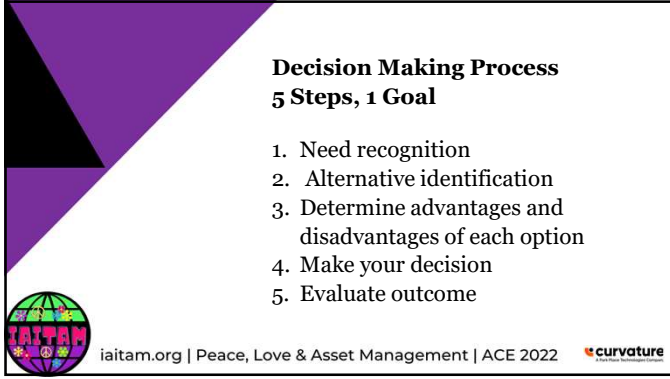
Knowledge is Power

3 Key Points




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Decision Making Process
5 Steps, 1 Goal

1. Need recognition
2. Alternative identification
3. Determine advantages and disadvantages of each option
4. Make your decision
5. Evaluate outcome

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Goal:
Move from need recognition
to decision.

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Knowledge is Power in
Any Negotiation

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Learn Everything You Can

- Who
- What
- Where
- When
- Why
- How





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Knowledge

1. Where to Collect Information?
2. What Information to Collect?
3. What To Do with Your Knowledge?
4. What is Negotiable?



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Keys of Negotiation

Both Sides Can Win





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Three Key Points in Every Negotiation


1. Where do you stand?
2. Where do they stand?
3. What is the situation at the moment?




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Who Is in the Power Seat and
What's the Real Power Seat?





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Things to Learn

1. What they offer and what they want
2. What you want and what you can offer
3. How everyone can win



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Reasons for Win-Win

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IMPORTANT POINTS

How to Have a Great Negotiation Experience

1. Set up a positive environment
2. Be careful of language
3. Showmanship
4. Timing
5. Make the other person feel like a winner
6. Compromise
7. Be gracious

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If Things Go Wrong

1. Don't blame yourself
2. Ask yourself if you were prepared
3. Can you see where things went awry?
4. Were you overly confident?
5. Contact others to learn more
6. You can do everything right and still lose


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
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