

Hypothetical Questions About the Buying Process

Set Up the Hypothetical

I know you haven't made any decisions yet, but **if** you wanted to move forward at some point . . .

We're not there yet, but **once** you make your decision . . .

If you were ready to take the next step . . .

If you had already decided who would own the project . . .

What if you did get the support of upper management . . .

Imagine that you decided to move forward with this project and your and implementation plan was in place . . .

Assuming your boss and her boss were totally on board . . .

Suppose, after exploring your options, you concluded that we were the best company to partner with on this project . . .

If the committee recommended us as the vendor of choice . . .

Let's imagine that you got approval on the funding . . .

Let's suppose you didn't get any objections from Legal . . .

Let's assume that our proof of concept was successful . . .

Let's say that Corporate gave you the final approval . . .

If we get that far and the requisition makes it to procurement . . .

If you were in a position to make this investment now . . .

Assuming you felt comfortable with the direction you wanted to go . . .

Explore the Process Moving Forward

What's involved in getting something like this approved and funded?

What happens after that?

Who would provide oversight for the project?

What would be the next step?

How would this project be staffed?

Who else is involved in the approval process?

What do you think would happen then?

What is the process of justifying an investment of this magnitude?

Who else would have a say in the matter?

What other approvals would be needed?

What does the rest of the process entail?

Who would provide the final approval?

What steps in the process would still remain?

Who would actually issue the purchase order?

How quickly would you like to get this project started?

How long does it usually take to get an investment like this approved?