



## V.A.L.U.E. OF THE MONTH

### May 2009

#### HOW EASILY CAN YOU GET A NEGOTIATION ADVANTAGE?

In almost every negotiation, a dynamic between the negotiators determines how good of a deal you get. Very few negotiations are interactions between equals - one side is superior and one side is subordinate.

Can you guess which side gets the better deal?

Of course, the superior does. So, establish yourself as the superior early by applying these techniques.

**Make The Transition To Business Discussion Yourself** - Most negotiations begin with non-business discussion. This can be helpful in building rapport and perhaps even getting useful information, so you want to engage in it. However, the party that makes the transition to the agenda of the negotiation is the one that creates a sense of superiority.

**Make & Maintain Eye Contact** - Looking into someone's eyes conveys seriousness. It can also be uncomfortable for both parties. But if you're more comfortable with eye contact than your supplier, that's a negotiation advantage. Look into a supplier representative's eyes almost the entire time. Looking away or down indicates weakness which will enable the supplier to assume the superior role.

**Act Like The Decision-Maker** (Even If You're Not) - When a supplier knows that you simply are taking a deal to your management to be decided upon, the supplier is not inclined to give you the best deal. After all, your management may not know much about the market and may blindly accept a higher-than-market price. If the supplier thinks that you are the person that needs to be pleased in order to win the business, you will relegate the supplier to the subordinate role.

**Act Like Nothing Is Impossible.** If you go into a negotiation thinking about all of the reasons the supplier has more leverage, you are destined to lose.

If a supplier explains why a better deal isn't possible, say something to indicate high expectations like "That sounds like a challenge. But you're a smart guy/woman. I bet you can find a solution."

**Show Some Freakin' Passion!** - Raise and lower your voice. Use non-profane hand gestures to emphasize your points. Use creative phrases.

There are two roles available for you in a negotiation. Choose to be the superior, not the subordinate.

The Superior Negotiation Advantage  
By Charles Dominick, SPSM

For the Web-based and printer-friendly versions of this article, go to  
[http://clicks.aweber.com/y/ct/?!t=It8O7&m=1czKQSIg0\\_UBRn&b=1vvByoKG6WxNT\\_RzJCF14A](http://clicks.aweber.com/y/ct/?!t=It8O7&m=1czKQSIg0_UBRn&b=1vvByoKG6WxNT_RzJCF14A)

Robert Barwick  
City of West Allis



#### HYBRID VEHICLES

As stated in the V.A.L.U.E. meeting last month, there will be a bid let for Hybrid administrative vehicles. Karen Bollinger has assembled bid documents, so if your agency would like to participate the bid documents can be found on the V.A.L.U.E. Website:

<http://www.value4gov.org/Bidspending.html>

Karen Bollinger, CPPB  
Senior Buyer  
WaukeshaCountyRisk/Purchasing  
262/896-8384

## STATE COOPERATIVE CONTRACT

Flags; U.S., Wisconsin and Military and Flag Accessories contract number 15-35070-901 was posted to VendorNet on April 15, 2009 (replaces contract #15-35070-399). This is a cooperative contract, available to State of Wisconsin municipalities.

This contract is a dual award to Allied Flag and Eder Flag. Along with a competitive core price list of the most commonly purchased flags, contractors will offer a 50% discount on catalog items, including flagpoles.

If you have any questions about this contract, please contact:

Barth Becker  
Procurement Specialist  
Phone: 608-266-0817



### FINDING, UNDERSTANDING AND USING PRICE INDEXES

**Presenter:** Steve Reed, Bureau of Labor Statistics

**Date/Time:** Thursday, May 28, 12 PM - 1:30PM

**Course Objectives:** Students attending this session will go over the basics of CPI and PPI. Characteristics of different price indexes and their usefulness in escalation and contracts will be outlined, along with showing students how to obtain and understand the Bureau of Labor Statistics price index data.

Upon successful completion of this Webinar, participants will:

- Consider how to use CPI and PPI price indexes for escalation, bidding and contracts.
- Find and interpret price index data.
- Make informed decisions about which price indexes should be used in different circumstances.

**Hosted by:** Peggy Watson, Walworth County, W4097 County Rd NN, Elkhorn, WI. 262-741-7261, [pwatson@co.walworth.wi.us](mailto:pwatson@co.walworth.wi.us)

To register for this event call or e-mail Peggy.



## V.A.L.U.E. MONTHLY PLANNING MEETING MINUTES

4/15/09

Present: Robert Barwick, Jim Bembenek, Karen Bollinger, Roy Hartmann, Jean Kienzle, Bill Kurer, Diane Meredith-Berndt, Peggy Watson.

Annual Meeting feedback was good overall, people liked the facilities

Survey feedback included:

- Would like more information on other contracts for members use (promote through newsletter?)
- More info on GSA training - possibly following their Expo in June
- Add links in newsletter to National Contracts & news updates on National Contracts

Disaster Situations - feedback overall was good on this part of the meeting. Robert will be looking into templates to work off of to provide something back for the members to use from the scenarios - Follow up in May.

2010 Annual Meeting - March 11 & 12, 2010 possibly at Crowne Plaza again?

2010 Topics - may include Green Procurement, LEED Projects, etc - Laurie Dudley, may be do a survey to gauge members interest in these topic...

Strategic Action Items - Reviewed Strategic Action Items - Roy will incorporate updates into newsletter as we progress. Robert will break out Strategic Action Items from Plan and add status column. Will keep on agenda to keep up with follow through on items.

Bid Reports - reviewed by Karen. Karen will also look to add term of piggyback and state contracts to listing so people know when these individual contracts are set to expire.

Presentation by Delta Institute Green Purchasing Program was given by Abby of the Delta Institute to discuss green procurement through the V.A.L.U.E. Organization. More thought will have to be given to V.A.L.U.E.'s potential role in this effort. Perhaps it can be a survey item to members for now to gauge interest in their program and perhaps have it as a topic at the 2010 annual meeting.

Respectfully Submitted by: Bill Kurer



**V.A.L.U.E. IN LOCAL GOVERNMENT**  
 Cooperative Purchasing Program  
 Of Southeastern Wisconsin

www.value4gov.org

**Monthly Planning Meeting**  
**Wednesday, May 20, 2009**  
**8:30 AM - 10:30 AM, West Allis City Hall**  
**7525 W Greenfield Avenue**  
**West Allis WI 53214**  
**Room - 128, Phone: 414-302-8300**  
**(Refreshments & Meeting Minutes by Karen Bollinger)**

**AGENDA**

- I. Common Solutions/Open Forum Discussion** (Learn from your peers or bring an issue you'd like to discuss)
- II. Ongoing/Unfinished Business**
  - A. Annual Meeting 2009 Review/Feedback
    - 1. Disaster Situations - Robert- templates for posting info from Annual Mtg
  - B. 2010 Annual Meeting
    - 1. Topics/Theme/Ideas
      - 1. Update on Emergency Mgt (National Contracts)
      - 2. Green Procurement (LEED)
    - 2. Survey members on interest in Green Procurement
    - 3. March 11 & 12, 2010 - Need to confirm
  - C. Strategic Planning
    - 1. Implementation of Strategic Action Items
- III. Bid Reports/Updates**
  - A. Review V.A.L.U.E. Contracts Listing for updates and discussion items
  - B. Update on ideas for new bid opportunities
    - 1. Safety Supplies (list of supplies or other contracts to use?)
    - 2. Lubes, wash, antifreeze, etc (Robert Barwick update from Public Works and how these items are purchased)
- IV. New Business**
  - A. GSA Training from Expo in June... interested?
- V. Adjournment**

**Future Meetings - Date/Location/Refreshments & Minutes**

June 17, 2009 City of West Allis Dawn Gurda	July 15, 2009 City of West Allis Jean Kienzle	August 19, 2009 City of West Allis Vera Butts	September 16, 2009 City of West Allis Laurie Dudley	October 21, 2009 City of West Allis Jim Bembenek
December 9, 2009 City of West Allis Vicky Nash	January 20, 2010 City of West Allis Diane Kelly	February 17, 2010 City of West Allis Peggy Watson	March ??, 2010 ???	Annual Meeting