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# 8 questions to ask before buying your next LMS

***Do you want a system that allows you to manage online training? Ask suppliers these 8 questions to ensure you make the right choice for your needs.***

Here are 8 questions for providers of learning management systems (LMS) to ensure you get exactly the tool your company needs and you make the most informed choice.

## 1. How long will the implementation process take?

The entry of new software into the company is a process that must be undertaken as easily as possible, so immediately ask the supplier how the implementation process will be managed: how long will it take to implement it? What kind of support will you receive? Are there any extra costs for the implementation process?

This will avoid unnecessary waste of time in trying to use the new tool, guaranteeing your team the opportunity to fully utilize the LMS (as quickly as possible).

## 2. Does the software integrate with other systems?

The possibility that the new LMS integrates with other software that you already use in the company definitely is a plus. Just as it is important to get the specific features you need from many specialized tools, it is equally important to be able to manage centrally all your data in the simplest possible way, rather than having to move between numerous systems.

## 3. Can I sell my courses online?

Better to buy an LMS that allows you to sell your courses through your website.
To do this you will need to have an LMS that integrates with your website: this will allow your course management system to automatically send all the course information to the site. This way, customers can buy directly from you without having to enter the same information on two different systems and the training data will be automatically reported in your LMS: it will be easy to keep track of everything.

## 4. Can I accept online payments?

If you sell courses on the web, it is very important to be able to accept online payments from your customers. To do this you need to find an LMS that integrates with the major payment service providers (such as PayPal).

## 5. Can I automate tasks?

If your learning management system gives you the ability to automate many of the routine tasks you currently do manually, you and your team will have more time to spend on other things.

For example, an LMS could automate:

- communications for students (e-mails and SMS);
- sending payment confirmations for orders;
- certificates;
- feedback surveys.

## 6. What type of training do you support?

If you offer different types of training (classroom, eLearning, blended, video conference ...) you obviously need to get an LMS that supports them.

Get informed from the beginning, so you will not to be disappointed. You could also think about types of learning that you do not offer today, but you're willing to offer in the future to make sure your learning management system can grow with your business.

## 7. Can I have a demonstration before buying?

Booking a demo of the learning management system with the provider will let you know the specific features that best suit your business.

## 8. What other features does the system offer?

Find out which other features the system can offer you: it may have similar functionality to CRM or other software you currently use.
This could make your training more organized since everything is uniquely managed in one place and could mean that you can get rid of some systems you currently use and save money by getting all the same functionality from a single central system.

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