
Decision-Making Process To Purchase A House

“Hacking should be ethical”- The phrase itself brings lot of controversies in the modern world and forms number of debates if hacking should be ethical or not. On supporting the phrase, it is supporting actually ethical hacking in the present scenarios of the world where crime rates are considerably rising. According to Ienca & Haselager (2016), hacking should be ethical and it is considered bad in a good way. On speaking historically, hacking is described as the creative solutions development to a certain problems. At present, it is estimated that more and more organizations are today targeted in cyber attacks. In this regard, it is an opinion that such organizations must hold the license of using ethical hacking, which would allow them to acknowledge their enemy if they have to protect vital networks. Many controversial debates encountered on this topic because presently hacking is mostly learnt from different courses and evil hackers are using this technology advancement in a negative way. Hackers are hacking personal; data by hacking social media accounts of the users or bank details to transact money. Nevertheless, every coin holds two sides. Similarly, hacking should be ethical and must be licensed to particular zone and to the authorities in order to hack any crime.

As opined by Rathore (2016), hacking can be both termed ethical and unethical depending on the way this tool or skill is being used. Its ethicality entirely relies on its purpose. For instance, today's world often faces with terrorist attempts or threats. As a result, to this, in such a situation many people have lost their lives. Although hacking is known as a violation of privacy, however, hacking must be ethical in this situation to protect the land from the hands of terrorist. It is because hacking tool in this situation is effective to find out the track of the criminals and every details of their planning of upcoming attacks to harm the society. Therefore, from this situation, my opinion suggests that hacking should be ethical but it must be licensed to the investigating agencies or to the police department to avail its use in appositive way.

This task is about to bring the effectiveness of the decision-making skills in order to purchase a house based on certain criteria.

I have planned to purchase a house in the location of Dubai and thereby I have opt for various options and however received to view three such houses, which are put for sale. In order to purchase a house, I have considered certain criteria that are essential to decide on such as the price, location, design and spaciousness.

Initially I have started to research early for a house put up for sale in any location of Dubai, mostly preferred near Dubai Marina or Dubai Silicon Oasis with beachfront or greenery ambience. I have looked for house with 2 bedrooms and 1 bath within 700-800 sqft in Greens, Dubai Marina, and in EMAAR Properties.

Secondly, the most important stage is to determine the affordability to purchase a house, for which I hold a budget of 12, 000, 00 AED. Other than this, I am looking for a design of well-furnished house with the availability of basic amenities so that I do not have to be in hurry to buy the requirements. My requirements are the spaciousness of the house must be within 800-1000 sqft with a proper location to enjoy the ambience of either beach or greenery and to avail all facilities quickly. What I believe is that initially, it is important to recognize the needs to purchase

a house, for which I have mentioned about my requirements. I have searched almost all the WebPages for the sales of houses and had a talk with agents.

The three best alternatives, which I have searched for based on my requirements are

- Golf Views Residence with 2 beds, 3 baths having space of 1,003 sqft with basic furnishing amenities. The purchasing price is 995,898 AED.
- Sunrise Bay with 2 beds, 2 baths having spacious of 11,000 sqft with a location of EMAAR beachfront. The purchasing price is 1,730,520 AED. 30% discount is available on the house put for sale.
- Al Shera with 2 bed, 2 baths and the design is fully furnished with a location of Jumeirah Lake Towers and a spacious of 997 sqft. The purchasing price is 975,000 AED.

Based on the three researched houses to purchase, the best alternative for me was Sunrise Bay. The selection of this residence was based on the above-mentioned criteria. It is justified because Sunrise Bay is located in EMAAR beachfront. Based on my location and ambience criteria, it is perfectly matched to give a view of beach, an access to beach and the marina skyline view as well. Moreover, the location of the residence gives a facility of proper city life to avail all the services nearby the residence. Besides, the other criteria that I have put on my checklist to purchase a house also satisfied. I was looking for a spacious house within 800-1000 sqft, where I am getting 11000 sqft in a price of AED 1,730, 520 that avails 30% discounts in such a high rated location. This justifies for my selection of the best alternative as Sunrise Bay. My budget was AED 12, 000, 00 and I am able to purchase the house for 5, 191, 56 AED after the discount. Moreover, I was on a look for a well-furnished house; however, Sunrise Bay has provided with only wall furnishing of the living room and one bedroom. Though I have got the house with such a friendly discounts based on Dubai Market rate, therefore, my furnishing cost would be adjusted for other parts of the house well.

Thirdly, after I have analyzed all the options to meet the intention to buy the house, then I proceed to talk to the agent to discuss about the mortgages and the maintenance cost. On selecting the Sunrise Bay, my all requirements based on price, location, ambience was met apart from the design of full furnished. This justified my purchasing decisions. The justification to reveal my decision to choose Sunrise Bay was an ideal location with a walk of 2 minutes to reach JLT Metro station. The process of decision-making includes prequalifying and preapproval for the credit of mortgage. In regards to purchase of Sunrise bay 2 bedroom house, the purchase price I have to pay after a discount of 30 percent is AED 5,191,56 and the mortgagee I have to deposit is 25% of the purchased price i.e., AED 432,630. The repayment terms are acknowledged 10 years and the interest rate avails at 3.24%, which satisfies my budget to buy a house in Dubai.

Fourthly, after the purchasing decision is made, it is sometimes experienced that certain unforeseen circumstances might encounter such as financial loss for which the purchasing decision is cancelled. Nevertheless, in this case my purchasing decision is justified to choose the best alternative because it completely matched my budget and requirements to the fullest except the designing part. However, the house is received with furnishing wall in the living room and one of the bedrooms. In that case, I would prefer to design the beach front room to design according to my wish.

Finally, the fifth stages framework of purchasing decision revealed the post purchasing

behavior. After the purchasing was done, usually the customer goes through a feeling that purchasing another product would have been better. In this case, I was at first in dilemma between purchasing Sunrise Bay and Al Sheraa Tower because the latter provided a fully furnished house with well spacious rooms. Nevertheless, I preferred to purchase Sunrise Bay because of the outstanding offer of 30% with EMAAR Beachfront and thereby location of mosques, hospitals, schools, banks in a reach of 5-7 minutes. Thereby, even after a less furnished and designing, I make the purchasing decision in favor of Sunrise Bay with more space than Al Sheera Tower and in a less purchasing budget that it. As my budget was AED 12,000, 00 and I have purchased the house with AED 5, 191, 56, therefore I made a saving of AED 680,844. As a result, this strategical decision justified my purchasing decision of Sunrise Bay that satisfied all the criteria of purchasing a house. The only factor that did not satisfied is the furnishing of a house, which I have decided to cover with budget that has been saved from the availing discount.

From this discussion of decision-making process to purchase a house, it is well understood that maintain certain basic factor is much needed. Other than this, it is analyzed that the five stages framework of decision-making is crucial to decide to purchase a house on a profitable side. Thus, the purchasing decision of a house was well satisfied on meeting all requirements as well as fitted well in a budget.