

Workshop on COSTING and PRICING



Centre for the promotion of
Imports from developing countries

An Indispensable Skill

How To Cost Your Product and Defend Your Price...!

SME Engineering sector firms are always under stress to work out the cost of a sub contract part or sub-assembly. They need to be correct with the “**Right Price**” while still ensuring that the deal is profitable for them. Often the owners lack this skill and also do not have staff, who are trained.

Skill Development Council recognizes this need and has organized, together with the CBI an in depth, two days workshop for building the capacity of SME engineering sector companies.



Skill Development Council
Islamabad



Objectives

Through an interactive process, comprising knowledge transfer, EU business cases, group and individual work on real life automotive business cases. Participants will gather knowledge and practical know-how with respect to calculations, negotiations and price-defending.

Participants are encouraged to make an overview of the cost price calculation methods in operation in their own company prior to coming to the training.

The seminar will be very interactive and comprises real life cases as well as practical experience with **OEM industry** and RFQ processes.

- **Cost Price Models**
- **Cost Price Calculations**
- **Negotiation Process**
- **Price Defending**

CBI, The Netherlands

CBI (Centre for the Promotion of Imports from developing countries) is an agency of the Netherlands Ministry for Foreign Affairs. CBI contributes to the equitable economic development of selected developing countries and countries with economies in transition by providing services aimed at strengthening the competitiveness of companies in the field of export marketing and export management pertaining to the EU & EFTA markets. www.cbi.eu



Be Prepared

Skills:

At the end of the training course the participants are able to:

- Execute a relevant cost price calculation
- Perform general structured negotiations
- Develop and execute a company price defending strategy

Who Should Attend?

- Owners and Managers of Auto Vendor Companies.
- Exporters of Castings, Forgings and Pipe & Process Equipment from the Engineering Sector.
- Staff of such Companies.

Terms & Conditions:

- Payments to be made through “**Demand Draft**” in favor of “**Skill Development Council, Islamabad**” along with applications.

Faculty



Jan Oude Elferink



Martin Bitter



Imtiaz Rastgar

* Participant shall need to bring their laptops for the workshop.





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Dates: December 13-14, 2010
Venue: Holiday Inn Hotel, Lahore
Last Date of Registration: 20th November, 2010
Fee per participant: Rs. 15,000/-

Limited Seats
First Come, First Served Basis

For Registration, Please contact:

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For online registration please visit our website

www.sdc.com.pk



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