

Cost and Pricing Analysis: Analyzing the Numbers

Workshop Overview

As a general rule, entrepreneurs do not deliberately enter into business deals with the express purpose of losing money; however, businesses lose money in international transactions every day. How? In many cases it is because risks are not managed properly, because the organization's leaders failed to clearly identify their import and/or export costs, foreign exchange risks, or the price that should have been negotiated for their goods or services.

A good cost-accounting system for imported or exported products and services allows organizations to accurately determine the related costs, including any additional costs for adapting or modifying the product or service, and to ultimately determine the viability of an international venture.

Workshop Structure

Module 2 of the Feasibility of International Trade course.

This is the second of three workshops for the course Feasibility of International Trade. Each workshop explores a phase of determining the feasibility of a potential initiative.

This workshop can be completed as a stand-alone learning module within the FITTskills framework.

Workshop Details

Workshop Fee: USD 500

Workshop Duration: 4 hours

What's Included

- Workshop eBook
- Video resources
- Guiding notes to facilitate tracking of key concepts
- Case studies offering real-life examples
- Sample exam questions to demonstrate exam format and help you practice for your final assessment
- Access to the multiple-choice online exam
- Essential international trade skills to help you compete in today's integrated global marketplace

Workshop Learning Outcomes

Upon completion of this workshop, participants will be able to:

- Conduct export cost and pricing analysis of products in order to evaluate financial viability.
- Conduct cost and pricing analysis for importing products in order to evaluate financial viability.

- Maximize use of cost -accounting systems to maintain reliable fundamental data to continuously determine all related costs.
- Describe possible effects of Incoterms® rules in relation to export and import costs.
- Describe costing implications related to Harmonized Commodity Description and Coding System.
- Conduct cost and pricing analysis specific to exporting services.
- Determine financial viability and potential competitive advantages of outsourcing services internationally.