

PRICING AND COSTING

Workshop - 3 hours **\$215.00 plus gst**

One-to-one training (per hour) **\$180.00 plus gst**

As a business owner you need to understand costs, alternative pricing strategies and what drives profitability. Many business owners find it difficult to determine a "price" that doesn't undersell or oversell their product or service; and others are still driven by gut feeling.

WHO SHOULD ATTEND:

- ▶ Business owners and managers
- ▶ Those with responsibility for costing and pricing decisions

BENEFITS:

- ▶ Learn the skills to understand business costs
- ▶ Effectively set pricing and service levels
- ▶ Be able to calculate break even points

TOPICS:

- ▶ Determining your costs
- ▶ Understanding fixed and variable costs and the impact on profit margins
- ▶ What level of sales do you need to breakeven and make a profit?
- ▶ Price management

REGISTRATIONS:

Contact Natalie on 869-1445

Email: gistraining@bdo.co.nz

Online: www.buseducation.com

IN-HOUSE TRAINING:

Would your organisation benefit from customised training? We will deliver any of our programmes in-house and tailor them to the specific needs of your organisation.

CANCELLATION POLICY:

If a registrant wishes to cancel, five working days notice is required to receive a refund, less a 10% administration fee. If you are unable to give five working days notice, arrangements can be made at the discretion of BDO Training to transfer to another workshop or for another person to attend. Unless such notice is given, full workshop fees are payable and refunds will not be given.

BDO Training reserves the right to cancel or postpone a workshop. At this time you can either:

1. Receive one-on-one training on the workshop topic; or
2. Transfer to another workshop (if you are using a NZTE Capability Development Voucher, please contact the Regional Partner to see if this can be transferred); or
3. Have the workshop fee refunded in full.