



Export Pricing and

How To Influence Profitability - Part One

<http://www.exportpro.com/video.php?vidID=7>

In This Chapter:

Calculating export prices and profit:

- ◆ Export pricing based on distribution method
- ◆ Export- and end user pricing
- ◆ Negotiating prices
- ◆ Pricing and licensing
- ◆ Intercompany pricing
- ◆ International pricing
- ◆ Pricing for foreign Government contracts
- ◆ Factors influencing pricing
- ◆ Prices and profitability based on external factors.
- ◆ Influence of prices, duties and freight when selecting foreign supplier
- ◆ How discounts or increasing the price, influence sales and profitability