



## “HOW TO PRICE YOUR PRODUCT” COURSE DATASHEET

### COURSE OVERVIEW

SKILLS DEVELOPMENT TRAINING COURSE FOR GOVERNMENT CONTRACTORS

**Objective:** To learn a competitive and profitable pricing strategy that will increase the ability for small, minority, woman, and veteran owned businesses to compete on price more effectively in the government marketplace.

### TRAINING COURSE DESCRIPTION

TITLE: COMPETITIVE BID PRICING I Online Training Course

Competitive Bid Pricing training is a competitive bidding training course that is designed to train and empower business owners to use a bid price triangulation technique to control costs, maintain profitability, and win more bid opportunities that are based on best value and low bid procurement methods.

**NOTICE TO ATTENDEES:** PC Camera, Microphone, and Speakers are Required

**\*\* THIS COURSE IS CONDUCTED VIA LIVE ONLINE ZOOM VIDEO. \*\***

### TRAINING COURSE DURATION

4 Hour(s)

### ATTENDEE LEARNING OBJECTIVES

Upon successful completion of the training course; students will have the ability to:

- Utilize Online Supplier Search Resources
- Conduct Effective Interviews with Government Buyers
- Conduct Effective Interviews with Suppliers
- Research and Gather Previous Bid Pricing Data, and
- Apply the Competitive Bid Price Triangulation Method

### CLASS TRAINING MODULES

LIVE ZOOM CLASS TIMES	MODULE	HOURS	TRAINING COURSE MODULE DESCRIPTION
AS SCHEDULED	Module I	1.00 hrs	5 Keys to Competitive Bid Pricing
	Module II	1.00 hrs	Bid Price Triangulation Exercise
	Module III	1.00 hrs	Conducting the Buyer Interview
	Module IV	1.00 hrs	Conducting the Supplier Interview

### STUDENT PREREQUISITES AND REQUIRED CLASS TOOLS & MATERIALS

Students attending this class will need to be proficient in basic computer keyboarding skills and the use of internet browsers, email applications, video conferencing, and Adobe Acrobat Reader software tools.

*Tools and Materials:* Attendees will need to have the following items for each class;

- 1) Legal Pad and Pen for Notetaking
- 2) Small Handheld 10-digit calculator
- 3) Web-enabled Laptop PC, Tablet, or I-Pad with Microsoft Office Suite and Adobe Acrobat installed.
- 4) Internal or External PC Web Camera, internal or external Microphone, and Speakers

**TRAINING COURSE TUITION:** \$799.00/person

