



Just Enterprise Business Development Workshop : Costing & Pricing : Falkland, Fife

This is a full day participative workshop, divided into a morning session on Costing:

One of the most important issues for an organisation is to determine the cost of the services/products you provide. In order to recover your costs and pitch services/selling prices at the right level it is essential to have accurate knowledge of what your service actually costs. This workshop explains how you can accurately cost your services on a full cost recovery basis. Using recognised techniques, the workshop uses 'live' data from an organisation that delivers four separate services and demonstrates how to reallocate all central and administration costs to each service.

And an afternoon session on Pricing:

Do you know how to set prices for the services/products your organisation provides? Are you leaving additional earnings on the table when you pitch your prices or are you not sure? This workshop will show you how to price your services and explains a variety of techniques used in product pricing. This is a practical workshop requiring delegates to bring along a calculator and writing materials.

- Who should Attend?** This course is aimed at individuals within third sector organisations who have budgetary responsibility. *For those who have previously attended training offered via the Just Enterprise programme, please note that the content of this workshop is covered during Day 2 of the "Finance for Practitioners" course.*
- Learning Outcomes** This practical course will teach delegates the specific skills to accurately determine the cost of the products/services their organisation offers and how to set appropriate pricing.
- When & Where** Thursday 9th October 2014 (9.30am to 4.00pm) – The Stables, Falkland Centre for Stewardship, Falkland Estate, Fife, KY15 7AF
- Cost** Free of charge for members/staff of third sector organisations
- How to Book** Click [here](#) to complete the on-line registration form. Places are limited and are offered on a first come, first served basis - book early to guarantee your place.

Just Enterprise is a Scottish Government funded programme specifically designed to assist the growth of Scotland's third sector. Visit www.justenterprise.org or telephone 0141 425 2939 for details of the full range of support available.

