



POWERED BY

California Community Colleges

## Unit 6 – Pricing Contracts

To meet your financial goals, you must understand how to price and get the operating margin you need to support covering of your administration costs. Understand the costs used to price using market pricing. Find out about price breaks and other pricing best practices.

To complete the Unit, follow these steps:

Step 1: Read the Welcome Page

Step 2: Read the Reading

Step 3: Listen/Watch the Recorded PowerPoint

Step 4: Take the Quiz. The answers can be found at the bottom of the Quiz. A score of 80%, or 8 out of 10, is considered passing.

After completing the Unit, take a few minutes to use what you have learned to generate a list of actions you can put in motion.

### **DID YOU KNOW...**

The North American Contract Education staffing structure that has evolved includes the following positions: salesperson, product development, operations and inside sales. Inside sales generates leads for the salesperson. Product development helps the salesperson with client contract scoping, as well as providing information for pricing. The salesperson, with the help of operations, submits proposals and ultimately closes the contract and hands off the contract to product development to deliver with the support of operations.