



A two-day course on
Value-Based Offering, Pricing and Sales
March 6-7, 2018

Purpose

Contribute to a significant improvement in your company's profitability by promoting unique *value-based offerings*, bolder *value-based pricing* and successful *value-based sales*.

Why?

Four critical issues that drive the need and urgency to participate in this course:

1. How much money do we lose due to outdated pricing principles?
2. How can we get out of the cost-plus price-per-unit way of thinking?
3. How can we get paid for the additional value we deliver?
4. How do we design the offerings, the revenue models and the pricing when we integrate forward and start to deliver services, often based on the installed base and with applications of embedded systems, sensors, M2M, IoT, Big Data, and the internet?

How?

Lectures in combination with breakout sessions; to anchor the message into the participants own realities

Two intensive days at a conference centre

All lectures, discussions and documentation will be in English.

Participants:
minimum 15 and maximum 30

From the content:

- Unique offerings and value propositions
- Developing prices – an unconventional take on how to change the price levels customers are willing to pay
- Identifying *value*: improve *both* margins *and* customer satisfaction
- Target customer profiles to improve hit-rates and reduce quotation/sales costs
- The business process and how to 'marry' product development and sales
- Marketing and communicating your value message, including quotations
- Negotiation and contracts – commercial best practises

For whom?

You who have a significant role in the development of products and services, design of offerings, pricing, sales, or in any other relevant interaction with the customers businesses. And you who represent purchasing in these customer businesses.

The main focus is on the needs of technology-based businesses in a B2B context.

Lecturer

Anders Rehnberg,
Privilegium
Group in
London,
will train
and inspire you.



When?

March 6-7, 2017

09:00-18:00 on Tuesday March 6
08:00-16:30 on Wednesday March 7

Where?

At KTH Royal Institute of Technology,
Stockholm, Sweden

Fee

SEK 25 000 (excl. VAT) which includes
documentation, lunches and coffees.

Application

Please fill in your application
on www.kthexecutiveschool.se.

Small print

The course will only start if we have received
applications from at least 15 participants on
February 6, 2018.

The course fee will be invoiced as soon as the
group has reached 15 participants.

Accommodation is not included in the price, but
we have made a group booking – so if you need
a room we will book for you. The participant
will then pay the conference centre on site.

Evaluations

Excerpts from evaluations from the previous
three courses:

- *It gave examples, and questions were answered clearly.*
- *New ways of thinking – will be very useful.*
- *The best training I have attended.*

Course leader

Anders Holmström,
Program Director at
KTH Executive School



Further information?

Please contact Anders Holmström at
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KTH Executive School

KTH Executive School addresses technology-based enterprises needs of the specific know-how, the broadened perspectives as well as the inspiration required to excel in developing and implementing new businesses, new strategies and new ways to operate.

KTH Executive School AB is owned by KTH Royal Institute of Technology – the oldest and largest university of technology in Sweden.