

## Pricing Excellence & Business Consulting

MRD offers packaged training of consulting skills that includes pricing capabilities, value recovery methods and frontline profitability tool kit.

*Expand your analytical skill set & make yourself more marketable.*

And become a more valued asset by learning the latest advanced analytics techniques for solving critical business challenges across every domain.

### Program Modules:

Module	Topic
<b>Strategic</b>	Product (Value) Portfolio Strategy
	Value & Churn Pricing Strategies
	Customer Portfolio Strategy
	Value (Based) Price Proposition
<b>Tactical</b>	Customer Value Management & Tactics
	Pricing Guidelines & Rules
	Discounting and Rebating
	Differentiated Service Levels
<b>Operational</b>	Pricing Process Assessment & Improvement
	Quoting & Contracting Effectiveness
	Pricing Governance & Monitoring
	Sales Force Effectiveness
<b>Enablers</b>	Frontline structure & design
	People & Organization, Incentives and Roles
	Technology Systems & Structure
	S&OP

Module	Topic
<b>Basics</b>	The art of Timing
	Action and Decision Logging
	Planning Maintenance
	Comply or Explain Rule
	Documentation and Archiving on G Drive
	Store and Share
	Dress Code & Etiquette
<b>Skills</b>	Building rapport
	Interpersonal Communication
	Detection and Analysis
	Giving back and earning the right to ask
	Communication
	Negotiation
	Conflict Resolution
<b>Project Management</b>	General Overview
	Engagement Issues Description

	Engagement Objective Setting
	Engagement Approach Definition
	High-Level Planning
	Detail Planning
	Milestone planning
	Project Rotation
	Documentation & Data
	Documentation Modeling
	Documentation Results/Limits
	Project Conclusion
<b>Business Diagnostics</b>	Interviewing Skills
	Process Analysis and mapping
	Workflow Analysis & Mapping
	Issue Analysis & Mapping
	Gap Analysis & mapping
	Trend Analysis & Mapping
	Quantitative Analysis
<b>Presenting</b>	Presentation of Quantitative Results
	Presentation of issues & Conclusions
	Forward Solution Planning
	Selling the Consult/Advice
	Creating buying for the consult
<b>Organizational Structure, Roles and Processes</b>	Organizational Structure: Chemical Companies
	Organizational Structure: Energy Companies
	Organizational Structure: Wholesale Companies
	Key Processes: Purchase to Pay (PtP)
	Key Processes: Order to Cash (OtC)
	Key Processes: Prospect to Order (PtO)