

PRICING SKILLS

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|---|-----------------------|---|---|---|---|---|---|---|---|
| 7. Evaluate and select international pricing strategies; | Applicable
(Y) (N) | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 |
| Examples of your competencies related to this skill—whether or not this is part of your job duties | | | | | | | | | |
| 8. Evaluate and select appropriate international payment methods (TT, L/C, D/A, D/P, Open Account, Countertrade, Offset); | Applicable
(Y) (N) | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 |
| Examples of your competencies related to this skill—whether or not this is part of your job duties | | | | | | | | | |
| 9. Negotiate effectively in a multicultural setting; | Applicable
(Y) (N) | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 |
| Examples of your competencies related to this skill—whether or not this is part of your job duties | | | | | | | | | |
| 10. Determine costs associated with overseas customs duties and regulations. | Applicable
(Y) (N) | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 |
| Examples of your competencies related to this skill—whether or not this is part of your job duties | | | | | | | | | |

PRODUCT SKILLS

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|---|-----------------------|---|---|---|---|---|---|---|---|
| 11. Assess suitability of your product to foreign markets; | Applicable
(Y) (N) | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 |
| Examples of your competencies related to this skill—whether or not this is part of your job duties | | | | | | | | | |
| 12. Determine appropriateness of product adaptation versus standardization (e.g., use local language on product packaging); | Applicable
(Y) (N) | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 |
| Examples of your competencies related to this skill—whether or not this is part of your job duties | | | | | | | | | |

