



## Training Course Information Form

### Course Information

**Course Name:** Pricing of Services for Container Terminals

**Institute/Centre:** Port Training Institute **Course Code:** F13

**Type:**  Program  Course  Workshop

**Course Duration:**  5 Days  3 Days  1 Days  Other

**Course Conducted:**  Local  International **Indicate:** A.R.E

**Course Venue:** Anywhere

**Course Language:**  English  Arabic  Both  Other

### Course Description

#### Course Outlines:

1. Factors affecting the pricing of container services.
2. Different pricing methods and skills.
3. The state of the market and the degree of competition and its relation to pricing.
4. Review of the current pricing methods of the station.
5. Exercises and case studies on pricing process skills.

#### Course Objectives:

- Training the Participants on the different methods to set the appropriate services tariff for both the company and its customers so that this tariff is volunteered according to the factors affecting it.

**Course Includes:**  Theoretical  Fire Training Module  Laboratory  
 Workshop  Site Visit

**Course Prerequisites:** Not Required

**Who should attend:** All those Involved in Container Pricing

**No. of Participants/Course:**  5-10  10-15  15-20  Other

#### Qualifications of Participants:

- High Commercial Degree

**No. of Lecturer:**       1                                   2                                   5  
**No. of Assistance:**       1                                   2                                   3

### *Course Facilities*

White Board       V. Projector       Data Show       PC       Manual  
 Books       Handouts       Flip Charts       S/W       Other

### *Course Evaluation*

Written Examination       Written Report(s)       Oral Presentation       Attendance  
 Delegates Participation

**Certificate Issue:**

Local Premises                                   AASTMT                                   International

### *Course Registration*

Admission and Registration

Department at the Port

**Registration:**

Training Institute

Online

Other

Beside Gate No. 27 - Outside

Customs Area, Alexandria Port

**Documents Required:**

Registration Form

ID/Passport Copy

Photo