

**SEMINAR:****Adding Value with Transfer Pricing****Host**

Park Advisory LLP, London, United Kingdom

Target Audience

All those who are concerned with the exchange of goods and services between business units of the same transnational enterprise and whose decisions have an impact on profitability and ROI, as well as relationships with the revenue authorities, through establishing and managing transfer pricing.

Content

Transnational organisations have a national home where profits will ultimately have to come and in their efforts to maximise the amount repatriated they often engage in pricing practices that enrage either their host or home countries. This may cause managers to forget why they are in business in the first place. This program considers the importance of transfer pricing as a vital strategic management issue that needs to be treated wisely by establishing a common language that may be used as one driver for ensuring an appropriate return on capital employed.

Learning Targets

Have a clear insight into the contribution of an effective transfer pricing policy on enhancing shareholder value; Appreciate the conflicts that need to be managed when transfer pricing is employed; Design a transfer pricing policy that ensures an organisation's transfer prices more accurately reflect the drivers of economic wealth in each and all of their many functional areas; Create an effective and transparent transfer pricing model; Understand the ease with which friction arises between the value creators and the regulators.

Methodology

The course focus is on the use of scenario analysis, case studies, group discussion and expert critical assessment of what has worked and what hasn't. Participants will be encouraged to provide input and share experiences.

Duration

2 days or 6 evening sessions

Costs

£575 per delegate

Course Director

Dr Geoff Turner

Contact

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2-day intensive course outline

Introduction to transfer pricing	<ul style="list-style-type: none"> • Trade and organisations • Demand for increasing profits • Early changes in the transfer pricing model • Harmony or conflict?
Developing transfer pricing	<ul style="list-style-type: none"> • Understanding the need • Knowing the cost of things • Risk and return • The reason for transfer pricing
Setting transfer prices	<ul style="list-style-type: none"> • Transfer pricing options • Resolving internal conflict • Management reporting • Performance measurement
External influences on transfer pricing	<ul style="list-style-type: none"> • Growth of international organisations • Government revenues • Scenario for conflict • The international peacekeeper
Changing the business model	<ul style="list-style-type: none"> • Business strategy with transfer pricing • Adding value with transfer pricing • The need for verification and satisfaction • Reporting to stakeholders
Rethinking the transfer pricing model	<ul style="list-style-type: none"> • Back to the cost of things • Key performance demands • Looking at the resources employed • Building a transfer price • Evaluating the result