

Pricing Strategies for Translators and Interpreters

Pricing: it's a controversial and complex subject, and it's one that all linguists need to address in order to make a good living in our profession. The 10 topics to be discussed during this interactive workshop include: overview of demand and supply, the peanuts/monkeys phenomenon, the business case against free translation tests, surcharges, adversity, adjustments for inflation, why no linguist is an island, etc. The speaker will analyze pricing strategy from a straightforward business and economics perspective. In accordance with anti-trust legislation, the speaker will not be making specific price recommendations.

Length: Up to 2 hours, customizable to your organization

Languages offered: Workshop can be given in your choice of English, Spanish or German

Honorarium: Available upon request

