

Overview

This Standard is about obtaining a booking that is beneficial and acceptable to both parties. The manner of negotiation is a combination of professionalism and diplomacy. This Standard could apply to anyone who liaises with clients on potential work.

Cost a project and negotiate with a client

Performance criteria

You must be able to:

1. clarify your understanding of clients needs using information from reliable sources
 - 1.1 analyse the benefits for the business for individual projects in line

Knowledge and understanding

You need to know and understand:

1.
how to understand clients needs beyond their initial requests
 - 1.1 company strategy in terms of profitability, company profile

SKSPP03



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Developed by ScreenSkills

Version Number 2

Date Approved 01 Jan 2017

Indicative Review Date 31 Jan 2020

Validity Current

Status Original

Originating Organisation Creative skillset

Original URN skspp03

Relevant Occupations Post Production Professionals

Suite Post production for Film and TV

Keywords Post production; Production; Film; Tv; Client; Negotiation
