

an agreed time or progress schedule. These contracts are widely used where the Terms of Reference can be clearly defined, such as in detailed engineering assignments, particularly in the industrial sector.

- Cost plus fixed fee contracts — costs are for anticipated personnel and materials needed to complete the work, with a fixed time schedule for completion of the assignment. The fixed fee is negotiated on the basis of management input required and technical knowledge involved. These contracts are

widely used with preparation and commissioning work for industrial and process engineering projects.

- Per diem plus incurred direct expenses contracts — commonly used when individual consultants are used.

Whichever type of contract is agreed upon, the details of the financial terms will have to be negotiated by you and the borrowing country. Keep in mind that although your profit on your first contract with a developing country may not be large, successful completion of a first assignment will often lead to further contracts.