

# PRICING AGENTS: WORKING OPPORTUNITY ABROAD

Products and services are subject to pricing surveys that identify products that expatriates shop for in their host country. Over 100 goods and services fall into such categories as "food at home", "personal care", and "automobile maintenance."

The prices collected by pricing agents are sent to the Organization Resources Counselors, Inc. (ORC) headquarters in New York City, where they are analyzed and incorporated into the data process that adjusts expatriate differentials for inflation and currency changes. In this way, expatriates can be assured they will continue to enjoy abroad the standard of living their peers have at home no matter what the overseas economic climate.

## Characteristics of Pricing Agents

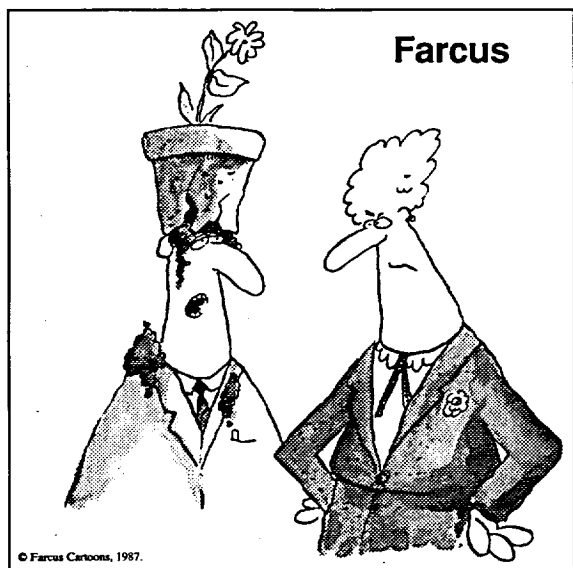
Pricing agents should be relatively new to the country; they definitely should not be native to the region. We want an agent who will get the same prices than

the expatriate would. Someone very familiar with a country may not realize how a foreigner would shop. They could easily take for granted information about sales and outlets that an expatriate who is relatively new to the country would have no way of knowing. The pricing agent need not speak the language fluently, or well enough to get necessary information about such services as insurance and medical care.

To get leads about who might be interested in becoming a pricing agent, [ORC] contacts embassies, women's clubs, or social organizations in the city where the pricing is to be conducted. [Our] job is to ensure that the results we get provide a full and objective picture of the market in each country.

If you are interested in getting more information on becoming a Pricing Agent we suggest you contact the Organization Resources Counselors, Inc. in New York, Los Angeles, Washington, D.C., Paris, Toronto, or London.

Written by Michael Casper, this article first appeared in the *Expatriate Observer*/April 1988. These excerpts are reprinted in the hope that they may stimulate reader interest in the job opportunity discussed



Let's just agree to disagree.