

THE DEMAND FOR TRANSFER PRICING SPECIALISTS

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As an indicator of market demand for graduates from a transfer pricing module/certificate program, I looked at several job search websites on November 3, 2006. I checked for full-time positions in the United States, either listed over the past 30 days or currently available. On one search engine (CareerBuilder), I could identify primary subgroups within a category; these are shown with an asterisk.

Note that total openings will be inflated by doublecounting if jobs are listed on more than one internet job search engine, and should therefore probably be ignored. The most conservative measure is the maximum number listed on any of the sites (that is, the highest number listed on any of the sites). Also relevant is the average number listed across all the sites (that is, the sum of the listings on all sites divided by the number of sites). These two numbers are calculated and then the jobs are ranked according to each measure.

The key results are that:

- International Taxation is ranked as #1 in terms of the maximum and average number of fulltime job openings in the United States over the past 30 days. Approximately one-third of these openings involve transfer pricing.
- Transfer pricing is ranked second in terms of the maximum and average number of fulltime US job openings over the past 30 days.
- There are more job openings in transfer pricing than in international accounting (396 vs. 374).
- There are more job openings in transfer pricing than in the next six job categories (after International Accounting) added together (i.e., there are more job openings in Transfer Pricing than in International Marketing, International Trade, International Development, International Management, International Finance and International Economics all added together - 396 vs. 375 openings (maximum listings)).
- Since transfer pricing is a much narrower specialization than many of the other terms I searched, the large number of openings is an indication of the strength of demand for these individuals. As noted above, for example, about one-third of international tax professionals have transfer pricing as one of their job functions.
- It is clear that openings for transfer pricing professionals are very strong. While the listings include both graduates and individuals with significant work experience, the demand for graduates from a transfer pricing module/concentration is highly promising. The best prepared students will be those who have also taken courses in finance, accounting and tax – and, of course, my International Transfer Pricing and Multinational Enterprises courses! Hope to see you in Spring 2007.

	AOL Job Search Career Builder	Monster. com	USA Jobs	WSJ Career	Max	Rank by Max	Total	Average	Rank by Average
International Tax	927	488	0	117	927	1	1,532	383	1
* Intl Tax & Transfer Pricing	297	.	.	.	297	.	.	.	.
Transfer Pricing	396	213	0	129	396	2	738	184.5	2
* TP & Finance	378	.	.	.	378	.	.	.	.
* TP & Tax	361	.	.	.	361	.	.	.	.
* TP & Accounting	356	.	.	.	356	.	.	.	.
* TP & Management	217	.	.	.	217	.	.	.	.
* TP & Consulting	24	.	.	.	24	.	.	.	.
International Accounting	141	374	2	10	374	3	527	131.75	3
International Marketing	116	103	59	3	116	4	281	70.25	5
International Trade	91	95	108	21	108	5	315	78.75	4
International Development	42	60	20	20	60	6	142	35.50	6
International Management	18	38	0	5	38	7	61	15.25	8
International Finance	35	35	23	10	35	8	103	25.75	7
International Economics	2	2	18	10	18	9	32	8.00	9

Data Sources and Notes

- Cells with nonavailable data are marked with a dot (.). All searches for compound words were listed in quotation marks.

AOL Search with Career Builder (<http://aol.careerbuilder.com>)

- Search: Fulltime positions within the United States listed over the past 30 days. Career Builder allows you to look under a main heading (e.g., “transfer pricing”) and then break the number of openings down by subheadings (e.g., “tax” or “finance”). The subcolumn, “*TP & Consulting”, for example, shows the number of fulltime openings over the past 30 days listed as Transfer Pricing (main field) with Consulting (subfield); that is, there were 396 fulltime positions listed in transfer pricing over the past 30 days and of these 24 were consulting.

Monster.com (<http://www.monster.com>)

- Search for full-time jobs posted over the last 30 days.

USA Jobs (<http://jobsearch.usajobs.opm.gov>)

- Current fulltime openings in the US Federal Government.

Wall Street Journal (WSJ) CareerJournal (<http://cj.careercast.com>).

- Search CareerJournal National Network.

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