Value based fees how to charge and get what you re PDF

value based fees how to charge and get what you re

Understanding how to set and charge value-based fees is essential for professionals and service providers aiming to maximize their earnings while delivering exceptional value to clients. Unlike traditional hourly billing, value-based pricing focuses on the perceived worth of your services to the client, allowing you to earn what you deserve and foster stronger client relationships. In this comprehensive guide, we will explore the concept of value-based fees, how to determine the right pricing, and practical strategies to ensure you get paid what you're worth.

What Are Value-Based Fees?

Definition and Core Principles

Value-based fees are a pricing strategy where the fee is determined by the value or benefits your client receives from your services rather than the time spent or resources used. This approach aligns your compensation with the results or outcomes that matter most to your clients.

Core principles include:

- Prioritizing client value over hours worked
- Focusing on results rather than effort
- Engaging in transparent communication about expectations
- Building trust and demonstrating your unique expertise

Benefits of Value-Based Pricing

Implementing value-based fees offers several advantages:

- **Higher earning potential:** You can charge premium prices based on the value provided.
- **Better client relationships:** Clear focus on outcomes fosters trust and satisfaction.
- **Efficiency:** Less emphasis on billable hours encourages streamlined service delivery.
- **Market differentiation:** Positioning yourself as a problem solver rather than just a task executor.

How to Determine the Right Value-Based Fee

Step 1: Understand Your Client?s Needs and Goals

Before setting a fee, it?s crucial to grasp what your client truly values. Engage in conversations to uncover:

- The primary challenges they face
- The outcomes they desire
- The impact of your services on their business or life

Develop a deep understanding of their pain points and objectives to tailor your offering and pricing accordingly.

Step 2: Quantify the Value You Provide

Estimate the tangible and intangible benefits your service delivers, such as:

- Increased revenue or sales
- Cost savings
- Time saved or efficiency gained
- Risk reduction
- Enhanced reputation or brand positioning

Ask yourself:

- How significant are these benefits for the client?
- Can you assign a monetary value to these benefits?

Step 3: Establish Your Pricing Framework

Once you understand the value, decide on a pricing model that aligns with it:

- **Fixed project fees:** Set a one-time fee based on the total value delivered.
- **Performance-based fees:** Compensation depends on achieving specific results.
- **Retainer plus success bonus:** A base fee with additional bonuses for exceeding targets.

Consider combining models for flexibility and fairness.

Step 4: Communicate Clear Value Proposition

Clients need to see the direct link between your fee and the value received. Craft compelling proposals that:

- Highlight the benefits and outcomes
- Explain how your pricing reflects the value provided
- Address potential concerns about costs upfront

Strategies to Get Paid What You're Worth

Build Confidence and Position Yourself as a Value Creator

Confidence in your pricing is essential. To establish authority:

- Showcase case studies and testimonials
- Highlight your unique skills and experience
- Communicate the results you've achieved for clients

Set Clear Expectations and Boundaries

Avoid misunderstandings by:

- Using detailed proposals and contracts
- Defining scope, deliverables, and success metrics
- Outlining payment terms and schedules

Use a Value-Based Pricing Conversation Framework

Approach pricing discussions with a focus on value:

- **Start with the client?s needs:** Ask about their goals and pain points.
- **Discuss potential outcomes:** Paint a clear picture of the benefits.
- **Position your fee as an investment:** Emphasize the return on investment.
- **Address objections:** Be prepared to justify your pricing with evidence of value.

Implement Payment Structures That Reinforce Value

Consider payment methods such as:

- **Retainer agreements:** Consistent income for ongoing services tied to ongoing value.
- **Milestone payments:** Payments made after achieving specific results or deliverables.
- **Success fees:** Bonuses for exceeding targets, incentivizing high performance.

Overcoming Challenges in Value-Based Pricing

Dealing with Client Resistance

Some clients may be hesitant to accept value-based fees due to:

- Uncertainty about results
- Preference for predictable costs
- Lack of understanding of your value

Strategies to address resistance:

- Educate clients about the benefits of value-based pricing
- Share success stories and case studies
- Offer trial periods or pilot projects
- Be transparent about how you determine value

Pricing for Intangible or Difficult-to-Quantify Outcomes

When outcomes are less tangible:

- Use proxies or estimations based on client metrics
- Combine fixed fees with performance bonuses
- Regularly review and adjust pricing based on actual results

Maintaining Profitability

Ensure your fees cover your costs and desired profit margins by:

- Tracking time and expenses meticulously
- Continuously refining your value propositions
- Adding value through ongoing education and skill development

Final Tips for Success with Value-Based Fees

- **Know your worth:** Confidence in your expertise enables better pricing negotiations.
- **Focus on outcomes:** Always frame your services around the results you deliver.
- **Communicate effectively:** Be transparent and articulate the value clearly.
- **Stay flexible:** Adapt your pricing models to different client needs and projects.
- **Build long-term relationships:** Repeat clients value consistent results and fair pricing.

Implementing value-based fees is a strategic shift that can significantly enhance your earning potential and client satisfaction. By understanding your client?s needs, quantifying the value you provide, and communicating effectively, you can set prices that reflect your true worth and create mutually beneficial partnerships. Remember, the key to success lies in positioning yourself as a problem solver and focusing on delivering tangible results?this is how you charge and get what you're worth.

Value Based Fees: How to Charge and Get What You're Worth

In a competitive marketplace where the quality of your work and your reputation are paramount, traditional billing models?such as hourly rates?often fall short of capturing the true value of your services. Enter value-based fees, a strategic approach that aligns your compensation with the actual value delivered to clients. This method not only ensures fair remuneration but also positions you as a trusted partner invested in your client?s success. But how do you effectively implement value-based pricing? How do you determine what you?re worth and ensure you?re compensated accordingly? This article delves into the mechanics of value-based fees, offering a comprehensive guide on how to charge effectively and secure what you deserve.

Understanding Value-Based Fees: The Concept and Benefits

What Are Value-Based Fees?

Value-based fees are a pricing strategy where the fee you charge is directly linked to the perceived or actual value your service provides to the client, rather than the time spent or resources used. Unlike hourly billing, which can sometimes incentivize inefficiency or misalignment of interests, value-based pricing emphasizes outcomes, results, and the tangible benefits the client gains from your work.

Benefits of Value-Based Pricing

- Enhanced Revenue Potential: When you price based on value, you can often command higher fees, especially when delivering impactful results.
- Better Client Relationships: Clients appreciate transparency and fairness, fostering trust and long-term partnerships.
- Increased Motivation: You become more focused on delivering outcomes rather than just completing tasks.
- Competitive Edge: Offering clear value propositions differentiates you from competitors who rely solely on hourly rates.

Laying the Groundwork: Preparing for Value-Based Pricing

- Deeply Understand Your Client?s Business and Goals

Before you can assign a value to your services, you need to grasp the client?s core objectives. Ask questions like:

- What specific problems are they facing?
- What are their short-term and long-term goals?
- How does your service impact their bottom line?

This understanding allows you to position your offering as a solution that drives meaningful results.

- Quantify the Potential Value

Identify measurable outcomes your service can influence, such as:

- Increased revenue
- Cost savings
- Market share expansion
- Customer satisfaction improvement
- Risk reduction

Quantifying these benefits provides a solid foundation for justifying your fees and demonstrating ROI.

- Develop a Clear Value Proposition

Articulate how your services uniquely deliver value. This narrative should focus on:

- The specific outcomes you will help achieve
- The timeframe for delivering results
- The differentiators that make your approach effective

A compelling value proposition makes pricing discussions more straightforward and persuasive.

How to Determine Your Value and Price Accordingly

- Engage in Value Estimation

Work collaboratively with your client to estimate the value of your proposed solutions. Techniques include:

- Cost-Benefit Analysis: Compare the cost of your services to the benefits gained.
- Willingness-to-Pay Assessments: Gauge what the client perceives as a fair price based on the value they expect.

- Set a Pricing Range, Not a Fixed Number

Given the variability in client perceptions, consider offering a range or tiered options that reflect different levels of value or scope.

- Use Anchoring Strategies

Start with a higher proposed fee to anchor expectations and allow room for negotiation, ensuring you?re compensated fairly.

- Consider Performance-Based Elements

Incorporate bonuses or escalators tied to achieving specific milestones or outcomes, aligning your interests with the client?s success.

Communicating Your Value and Pricing Effectively

- Be Transparent and Educative

Explain how your fees are derived based on the value delivered, helping clients understand the rationale rather than just seeing a price tag.

- Use Case Studies and Data

Share success stories and tangible results from previous clients to reinforce your value proposition.

- Focus on Outcomes, Not Just Activities

Frame your pitch around the results the client will see, such as increased sales, reduced costs, or improved efficiency.

- Manage Expectations

Set clear boundaries on scope, deliverables, and timelines to prevent scope creep and ensure both parties are aligned on what constitutes success.

Overcoming Common Challenges in Value-Based Pricing

- Difficulty in Measuring Value

Solution: Use specific KPIs and milestones to track progress and outcomes. Regular updates foster transparency and trust.

- Client Resistance to Higher Fees

Solution: Emphasize the ROI and the risks of low-value or hourly billing. Offer pilot projects or phased engagements to demonstrate value.

- Internal Resistance or Lack of Confidence

Solution: Build confidence through case studies, testimonials, and market research. Practice articulating your value proposition convincingly.

Getting Paid What You?re Worth: Negotiation and Contracting

- Establish Clear Terms

Include detailed scope, deliverables, timelines, and performance metrics in your contracts.

- Use Payment Structures That Reinforce Value

Consider upfront retainers, milestone payments, or success fees tied to specific outcomes.

- Be Prepared to Negotiate

Understand your minimum acceptable fee and be ready to justify your pricing based on the value provided.

- Build Long-Term Relationships

Repeat business and referrals often come from clients who recognize your ability to deliver consistent value and fair compensation.

Final Thoughts: Embracing a Value-Driven Mindset

Transitioning from hourly billing to value-based fees requires a shift in mindset?viewing yourself not just as a service provider but as a strategic partner whose compensation reflects the impact you create. Success hinges on understanding your client?s needs, quantifying benefits, and communicating your value convincingly. While it may involve upfront effort and negotiation, the payoff is a more sustainable, profitable, and fulfilling business model that truly compensates you for what you're worth.

Adopting value-based fees is more than just a pricing tactic; it's a strategic approach that aligns your interests with those of your clients, fostering trust, driving results, and ultimately securing the compensation you deserve.

QuestionAnswer What are value-based fees and how do they differ from traditional billing

methods? Value-based fees are charges determined by the perceived value or outcomes delivered to the client, rather than hours worked or services provided. Unlike traditional billing, which focuses on time or resources spent, value-based fees align the service provider's compensation with the client's results or benefits. How can I accurately assess the value I provide to set appropriate fees? To assess your value, consider the tangible and intangible benefits your service delivers, such as increased revenue, cost savings, or strategic advantages. Engage with clients to understand their priorities and quantify the impact of your work, ensuring your fees reflect the true value you create. What are effective strategies for communicating the value-based fee structure to clients? Clearly articulate the benefits and outcomes clients will receive, emphasizing how your services solve their problems or achieve their goals. Use case studies, testimonials, and transparent explanations of how fees are linked to results to build trust and justify your value-based pricing. How do I ensure I get paid what I?m worth when using value-based fees? Set clear expectations upfront about deliverables, outcomes, and measurement criteria. Use contracts that specify success metrics and payment terms tied to achieving agreed-upon results. Regularly demonstrate progress and value to reinforce the justification for your fees. What are common challenges in implementing value-based fees, and how can I overcome them? Challenges include difficulty quantifying value, client resistance, and risk sharing. Overcome these by establishing transparent communication, educating clients on the benefits, and structuring flexible agreements that include performance incentives or phased payments based on results. Can value-based fees be combined with other billing models, and when is that appropriate? Yes, hybrid models that combine value-based fees with hourly or retainer structures can be effective, especially in complex projects where some work is predictable while other parts are outcome-dependent. This approach offers flexibility and aligns incentives while managing risk for both parties.

Related keywords: value based fees, pricing strategies, client value, charging methods, fee structures, value pricing, consulting fees, service pricing, pricing models, earning value-based fees

fees structure moi university

fees structure moi university is a crucial aspect for prospective students and their families when planning higher education at Moi University in Kenya. Understanding the fees structure helps students budget effectively and makes informed decisions about their academic journey. This article provides a comprehensive overview of the current fees structure at Moi University, covering undergraduate and postgraduate programs, additional charges, payment methods, and tips for financial planning.

Overview of Moi University

Moi University, established in 1984, is one of Kenya?s leading institutions of higher learning. It offers a wide range of undergraduate, postgraduate, diploma, and certificate programs across various faculties including Health Sciences, Education, Business, Engineering, and Agriculture. The university's commitment to quality education attracts students from Kenya and beyond, making understanding its fees structure essential for prospective applicants.

Undergraduate Fees Structure at Moi University

The undergraduate fees at Moi University vary depending on the program, faculty, and whether the student is a Kenyan or international. The fees are categorized broadly into tuition fees, functional fees, and other miscellaneous charges.

Tuition Fees for Undergraduate Programs

Tuition fees form the core of the total fees payable by students. They differ based on the faculty and program specialization:

- **Kenyan Students:** Tuition fees for Kenyan students generally range from KSh 80,000 to KSh 180,000 per year.
- **International Students:** International students pay higher tuition, typically between KSh 200,000 and KSh 400,000 annually.

Some specific programs may have different fee structures, especially those requiring specialized equipment or facilities, such as Medicine or Engineering.

Functional and Miscellaneous Fees

Apart from tuition, students are required to pay functional fees, which cover administrative costs, library services, computer services, and other campus facilities. These fees usually amount to:

- KSh 20,000 ? KSh 40,000 per year for Kenyan students.
- Higher for international students, approximately KSh 50,000 ? KSh 80,000 annually.

Other charges may include:

- Examination fees
- Laboratory fees (where applicable)
- Student welfare and activity fees

- Accommodation fees (if staying on campus)

Postgraduate Fees Structure at Moi University

Postgraduate programs include Master's and Doctoral degrees, with fees structured differently from undergraduate programs. The fees vary depending on the faculty, program duration, and whether the student is Kenyan or international.

Master?s Degree Fees

Typical fees for Master's programs are as follows:

- **Kenyan Students:** KSh 150,000 ? KSh 250,000 total for the entire program, payable in installments.
- **International Students:** KSh 300,000 ? KSh 500,000 total.

Monthly or semester-based payment options are often available to ease financial burden.

Doctoral (PhD) Program Fees

PhD programs tend to have higher fees, often in the range of:

- KSh 250,000 ? KSh 500,000 for Kenyan students
- KSh 500,000 ? KSh 800,000 for international students

Additional costs may include research expenses, conference participation, and thesis submission fees.

Additional Charges and Miscellaneous Expenses

Beyond the core tuition and functional fees, students should budget for other expenses:

Accommodation Fees

Students opting for campus accommodation pay varying rates depending on the hall or hostel:

- Single rooms: KSh 40,000 ? KSh 80,000 per year
- Shared rooms: KSh 20,000 ? KSh 50,000 per year

Off-campus accommodation costs vary widely based on location and facilities.

Learning Materials and Supplies

Students are responsible for purchasing textbooks, stationery, and laboratory supplies, which can amount to KSh 10,000 ? KSh 30,000 per year.

Personal Expenses

Other personal expenses include food, transport, health insurance, and leisure activities.

Payment Methods and Policies

Moi University provides various payment options to accommodate student needs:

- Bank deposits via designated banks
- Online payments through the university?s portal
- Mobile money transfer options, such as M-Pesa

The university typically requires students to pay a deposit upon admission, with the remaining balance payable in installments, often per semester or academic year.

Financial Aid and Scholarships at Moi University

Students seeking financial assistance can explore several options:

- **Government Scholarships:** Such as HELB (Higher Education Loans Board) loans for Kenyan students.
- **Institutional Scholarships:** Moi University offers various merit-based and need-based scholarships.
- **External Funding:** Scholarships from NGOs, international agencies, and private donors.

Applying early and meeting academic requirements increases chances of securing financial aid.

Tips for Managing Fees at Moi University

To effectively manage the fees structure, students should consider the following tips:

- Plan your budget early, including tuition, accommodation, and personal expenses.
- Explore scholarship opportunities and apply before deadlines.
- Opt for installment payment plans where available to ease financial pressure.
- Maintain good academic performance to qualify for merit-based scholarships.
- Seek financial advice from the university?s student support services.

Conclusion

Understanding the fees structure at Moi University is essential for prospective students to make informed financial decisions. While tuition and functional fees constitute the bulk of expenses, additional costs such as accommodation, learning materials, and personal expenses should also be considered. The university's payment flexibility, scholarship opportunities, and financial aid programs aim to support students in their academic pursuits. By planning carefully and exploring available resources, students can manage their educational costs effectively and focus on achieving their academic goals at Moi University.

Fees Structure Moi University: An In-Depth Analysis

In the landscape of Kenyan higher education, Moi University stands as one of the prominent institutions committed to academic excellence and accessible education. As prospective students and parents navigate the complex terrain of university fees, understanding the detailed fees structure of Moi University becomes crucial. This investigative review aims to dissect the various components of the fees structure, shedding light on the transparency, affordability, and fairness of the charges levied by Moi University.

Overview of Moi University

Established in 1984, Moi University is a public university located in Eldoret, Kenya, renowned for its diverse academic programs and research initiatives. Like many public institutions, it relies significantly on government funding, tuition fees, and other income sources to sustain its operations. The fees structure is designed to cater to various categories of students, including government-sponsored students, self-sponsored students, international students, and students pursuing different faculties and programs.

Understanding the Fees Structure at Moi University

The fees structure at Moi University is comprehensive, encompassing tuition fees, registration fees, examination fees, accommodation, medical insurance, and other miscellaneous charges. These fees vary depending on the program, level of study, and student category.

Key Components of the Fees Structure:

- Tuition Fees
- Registration and Admission Fees
- Examination and Course Material Fees
- Accommodation and Hostel Fees
- Medical Insurance and Health Services
- Library and Laboratory Fees
- Miscellaneous Charges (Student Union, Sports, Security)

Tuition Fees: The Core Expense

Tuition fees form the bulk of expenses for most students. They are determined based on the faculty, program, and mode of study (full-time, part-time, or distance learning).

Factors Influencing Tuition Fees:

- Program Level: Undergraduate, Postgraduate (Masters, PhD)
- Faculty/Department: Medicine, Engineering, Business, etc.
- Student Category: Government-sponsored vs. Self-sponsored
- Study Mode: Full-time vs. Part-time

Sample Tuition Fees (Indicative Figures)

| Program Category | Approximate Annual Fee (KES) | Notes |

|---|---|---|

| Undergraduate Programs | 80,000 ? 250,000 | Varies significantly by faculty and specialization |

| Postgraduate Programs | 100,000 ? 500,000 | Masters and PhD programs, with specialized courses |

| Diploma Programs | 50,000 ? 150,000 | Shorter duration, often more affordable |

Note: These figures are subject to change annually and are indicative. Prospective students should consult the university?s official fee schedule for the most current information.

Additional Fees and Charges

Beyond tuition, students are expected to pay for several mandatory and optional fees that ensure the smooth operation of their academic journey.

Registration and Admission Fees

- Application Fee: Typically between KES 2,000 ? 5,000, paid upon application.
- Registration Fee: Paid at the start of the academic year, usually around KES 5,000.

Examination and Course Material Fees

- Fees for examination registration are included in tuition but may include supplementary charges.
- Students may also incur costs for textbooks, course packs, and online learning resources.

Accommodation and Hostel Fees

Hosting students on or near campus is a significant aspect of university life. Moi University offers various accommodation options with different pricing.

- Hostel Fees: Range from KES 10,000 ? 40,000 per semester, depending on the hostel type and facilities.
- Private Accommodation: Varies widely; students should budget accordingly.

Medical Insurance and Health Services

- Mandatory medical insurance coverage is often required, costing approximately KES 5,000 ? 15,000 annually.
- On-campus health services are subsidized but may incur additional charges for specialized treatments.

Library, Laboratory, and ICT Fees

- Some faculties or courses may levy additional fees for laboratory usage.
- Library fees are generally included, but printing and photocopying costs are borne by students.

Miscellaneous Charges

- Student Union Fees: Usually around KES 1,000 ? 2,000 annually.
- Sports and Recreation: Optional fees for participation in sports facilities and activities.

- Security and Insurance: To ensure safety and coverage for students.

Fee Payment Methods and Policies

Moi University offers various payment channels to facilitate fee payments, including bank deposits, mobile money platforms (e.g., M-Pesa), and online payment portals.

Important policies include:

- Deadline for Fee Payment: Usually before registration or the start of classes.
- Late Payment Penalties: Penalties or restrictions on registration for students who pay late.
- Payment Plans: Some faculties offer installment plans, especially for postgraduate students.

Transparency and Accessibility of Fee Information

An essential aspect of any educational institution?s fees structure is transparency. Moi University publishes its fees schedule annually, accessible through its official website and student portals. However, investigations reveal mixed levels of clarity:

- Pros: The university provides detailed breakdowns of fees categories, with clear instructions for payments.
- Cons: Some students report discrepancies between published fees and actual charges, especially for supplementary expenses. Additionally, the fluctuating nature of fees due to inflation and policy changes can cause confusion.

To improve transparency, ongoing efforts are necessary to:

- Regularly update fee schedules online.
- Provide clear guidelines on additional charges.
- Establish a transparent process for fee disputes and adjustments.

Affordability and Financial Aid

While Moi University strives to make education affordable, the fees may still pose challenges for some students, especially those from marginalized communities. The university has several support mechanisms:

- Government Sponsorship: For eligible students under the Higher Education Loans Board (HELB).
- Scholarships and Burses: Offered by government, NGOs, and the university itself.
- Work-Study Programs: Opportunities for students to earn while studying.

Despite these offers, a significant portion of self-sponsored students face financial constraints, raising questions about the accessibility and fairness of the fees structure.

Implications of the Fees Structure on Students

The fees structure at Moi University has broader implications on student demographics, retention, and academic performance.

Positive Aspects:

- Transparent categorization of fees helps students plan financially.
- Multiple payment options ease financial transactions.

Challenges:

- High fees in specialized programs may deter talented students.
- Additional costs (accommodation, health insurance) compound financial burdens.
- Lack of flexible payment plans in some faculties.

Conclusion: Is the Fees Structure Fair and Sustainable?

An investigative review of Moi University?s fees structure indicates a generally transparent and structured approach, aligned with national policies and economic realities. However, there remain areas for improvement, particularly in ensuring affordability and minimizing unexpected charges. As the university continues to evolve, adopting more flexible and inclusive fee policies will be vital to maintaining accessibility and fostering academic excellence.

Recommendations for Stakeholders:

- Regularly update and publish comprehensive fee schedules.
- Implement flexible payment plans for students facing financial hardship.
- Enhance communication channels to clarify all potential charges.
- Increase the availability of scholarships and bursaries.

In conclusion, Moi University?s fees structure reflects a balanced effort to sustain high-quality education while attempting to remain accessible. Continuous review and stakeholder engagement will be key to ensuring it remains fair, transparent, and sustainable in the long term.

QuestionAnswer What is the current fee structure for undergraduate programs at Moi University? The fee structure for undergraduate programs at Moi University varies depending on the course and campus. Generally, tuition fees range from KSh 50,000 to KSh 150,000 per year, with additional charges for accommodation, registration, and other fees. It is recommended to consult the official Moi University website or contact the admissions office for the most accurate and updated details. Are there any scholarships or financial aid options available to reduce fees at Moi University? Yes, Moi University offers various scholarships, bursaries, and financial aid programs to support students financially. These include government-sponsored scholarships, university-specific bursaries, and external funding opportunities. Applicants are advised to check the university's scholarship portal and eligibility criteria to apply accordingly. How can I pay my fees at Moi University? Fees at Moi University can be paid through multiple convenient methods, including bank transfers, mobile money platforms like M-Pesa, or directly at the university?s finance office. The university provides detailed payment instructions on their official website to ensure secure and timely transactions. Are there any additional costs besides tuition fees at Moi University? Yes, besides tuition fees, students may incur additional costs such as accommodation, meal plans, library fees, medical insurance, and laboratory or workshop fees depending on their program. It's important to review the specific fee breakdown for your course for a comprehensive understanding. Has the fees structure at Moi University changed recently? Fee structures at Moi University are reviewed periodically and may be subject to adjustments annually. It is advisable to refer to the official university communications or contact the admissions office for the latest updates on fees for the current academic year. Can international students access the same fee structure as local students at Moi University? International students often pay higher fees compared to local students at Moi University. The specific fee structure for international students varies by program and country of origin. Prospective international students should contact the university?s admissions office for detailed fee information and payment procedures.

Related keywords: MOI University fees, MOI University tuition fees, MOI University fee structure, MOI University admission fees, MOI University registration fees, MOI University course fees, MOI University financial aid, MOI University fee schedule, MOI University fee payment, MOI University fee breakdown

Read the full article online: fees structure moi university