

Beginner level

Available languages:



Fee: € 490

e-Module titles	Objectives	Content
COST & SAVINGS	<p>This module aims at understanding cost-related tools for better price-reduction negotiations:</p> <ul style="list-style-type: none"> <li>- the costs which contribute to the company's income statement</li> <li>- the expectations within the company</li> <li>- the concepts of value &amp; savings</li> <li>- how RFX contributes to savings</li> </ul>	<ol style="list-style-type: none"> <li>1. Cost visibility</li> <li>2. Stakeholder expectations</li> <li>3. Savings definition &amp; path</li> <li>4. Savings from RFX</li> </ol>
BASIC COST BREAKDOWN	<p>This module aims at understanding how to use cost-related tools for better price-reduction negotiations:</p> <ul style="list-style-type: none"> <li>- how suppliers determine their pricing</li> <li>- identifying the different types of cost for a Cost Breakdown analysis</li> </ul>	<ol style="list-style-type: none"> <li>1. Supplier price</li> <li>2. Fixed Costs &amp; Variable Costs</li> <li>3. Analytical approach</li> <li>4. Cost pie</li> <li>5. Cost breakdown – benefits, best practices, pitfalls</li> </ol>
ADVANCED COST BREAKDOWN	<p>This module aims at understanding how to use cost-related tools for better price-reduction negotiations:</p> <ul style="list-style-type: none"> <li>- relationship between the company's cost structure &amp; Cost Breakdown analysis</li> <li>- traditional vs activity-based costing for overhead allocation</li> <li>- the 4 cost models to prepare negotiations &amp; achieve savings</li> </ul>	<ol style="list-style-type: none"> <li>1. Cost structure</li> <li>2. Cost breakdown Analysis</li> <li>3. Method for allocation of overheads</li> <li>4. Cost models</li> </ol>
TARGET COSTING & CONCEPT OF VALUE	<p>This module aims at understanding cost-related tools for better price-reduction negotiations:</p> <ul style="list-style-type: none"> <li>- how the target costing process contributes to creating value</li> <li>- creating value thanks to value engineering &amp; value analysis</li> </ul>	<ol style="list-style-type: none"> <li>1. What is Target Costing? / Target Costing process</li> <li>2. Target Costing – selling price</li> <li>3. Target Costing – should costing</li> <li>4. Target Costing – value-based costing</li> <li>5. Brief on Value Analysis / Value Engineering</li> </ol>
COSTING METHODS & DESIGN TO COST	<p>This module aims at understanding how to use cost-related tools for better price-reduction negotiations:</p> <ul style="list-style-type: none"> <li>- understanding the TCO model to apply it to products or services</li> <li>- use of Process costing &amp; Project costing</li> <li>- use of Design to Cost to optimise manufacturing costs</li> </ul>	<ol style="list-style-type: none"> <li>1. TCO</li> <li>2. Process Costing</li> <li>3. Project Costing</li> <li>4. Design to cost</li> </ol>
COST BREAKDOWN ANALYSIS	<p>This module aims at understanding this fundamental Cost tool:</p> <ul style="list-style-type: none"> <li>- establishing a cost breakdown</li> <li>- the specificities of raw material &amp; equipment</li> <li>- using cost breakdown for negotiation</li> </ul>	<ol style="list-style-type: none"> <li>1. Cost drivers</li> <li>2. Specificities</li> <li>3. Negotiation &amp; follow up</li> </ol>
TOTAL COST OF OWNERSHIP (TCO)	<p>This module aims at understanding specific Procurement tools &amp; practices:</p> <ul style="list-style-type: none"> <li>- what TCO is</li> <li>- locating &amp; handling costs with TCO</li> </ul>	<ol style="list-style-type: none"> <li>1. What is TCO?</li> <li>2. Locating costs</li> <li>3. Handling costs</li> </ol>