

Level: Beginner		Fee : € 490
e-Modules' titles	Objectives	Content
COST & SPENDING IN A COMPANY	<p>This module aims at understanding cost-related tools for better price-reduction negotiations:</p> <ul style="list-style-type: none"> - the costs which contribute to the company's income statement - the expectations within the company - the concepts of value & savings - how RFX contributes to savings 	<ol style="list-style-type: none"> 1. Cost visibility 2. Stakeholder expectations 3. Savings definition & path 4. Savings from RFX
INTRODUCING 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"> - how suppliers determine their pricing - identifying the different types of cost for a Cost Breakdown analysis 	<ol style="list-style-type: none"> 1. Supplier price 2. Fixed Costs & Variable Costs 3. Analytical approach 4. Cost pie 5. Cost breakdown – benefits, best practices, pitfalls
COST STRUCTURE & 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"> - relationship between the company's cost structure & Cost Breakdown analysis - traditional vs activity-based costing for overhead allocation - the 4 cost models to prepare negotiations & achieve savings 	<ol style="list-style-type: none"> 1. Cost structure 2. Cost breakdown analysis 3. Method for allocation of overheads 4. Cost models
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"> - how the target costing process contributes to creating value - creating value thanks to value engineering & value analysis 	<ol style="list-style-type: none"> 1. What is Target Costing? / Target Costing process 2. Target Costing – selling price 3. Target Costing – should costing 4. Target Costing – value-based costing 5. Brief on Value Analysis / Value Engineering
COSTING	<p>This module aims at understanding how to use cost-related tools for better price-reduction negotiations:</p> <ul style="list-style-type: none"> - understanding the TCO model to apply it to products or services - use of Process costing & Project costing - use of Design to Cost to optimise manufacturing costs 	<ol style="list-style-type: none"> 1. TCO 2. Process Costing 3. Project Costing 4. Design to cost
COST BREAKDOWN ANALYSIS	<p>This module aims at understanding this fundamental Cost tool:</p> <ul style="list-style-type: none"> - establishing a cost breakdown - the specificities of raw material & equipment - using cost breakdown for negotiation 	<ol style="list-style-type: none"> 1. Cost drivers 2. Specificities 3. Negotiation & follow up
TCO	<p>This module aims at understanding specific Purchasing tools & practices:</p> <ul style="list-style-type: none"> - what TCO is - locating & handling costs with TCO 	<ol style="list-style-type: none"> 1. What is TCO? 2. Locating costs 3. Handling costs