Cost & Price Analysis Training Course

Professional Development Training Course Outline

Category	Logistics and Supply Chain Management	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Cost & Price Analysis Training Course is designed to equip procurement, finance, and business professionals with advanced analytical skills to assess, evaluate, and optimize costs and pricing strategies. This comprehensive program provides participants with the tools to effectively examine cost structures, identify inefficiencies, and implement pricing models that enhance profitability and ensure competitive advantage. Participants will gain hands-on experience in both theoretical and practical frameworks, leveraging real-world case studies to strengthen decision-making capabilities in procurement, budgeting, and financial planning.

In today’s fast-paced and competitive business environment, mastering cost and price analysis is critical for organizations aiming to maximize value, reduce unnecessary expenditures, and improve overall operational efficiency. This course emphasizes practical application, integrating industry best practices with trending methodologies in cost estimation, price negotiation, and strategic financial assessment. Participants will leave with actionable insights to drive cost-effective strategies while maintaining compliance and transparency in financial reporting.

Programme Curriculum

Cost & Price Analysis Training Course

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Course Objectives

By the end of this course, participants will be able to:

1. Analyze cost structures for goods and services using modern pricing models.
2. Evaluate supplier proposals to determine fair and reasonable pricing.
3. Apply cost estimation techniques for procurement and project management.
4. Perform detailed price analysis to support competitive bidding processes.
5. Understand the impact of market trends on cost and pricing decisions.
6. Utilize activity-based costing for accurate product and service valuation.
7. Conduct variance analysis to identify discrepancies in cost reporting.
8. Implement effective negotiation strategies based on cost analysis findings.
9. Develop benchmarking strategies to optimize organizational spending.
10. Integrate financial and operational data for informed pricing decisions.
11. Enhance transparency and accountability in procurement processes.
12. Leverage software tools for cost modeling and price evaluation.
13. Apply real-world case studies to refine analytical and decision-making skills.

Organizational Benefits

- Improved cost control and reduced procurement expenses
- Enhanced negotiation leverage with suppliers
- Greater transparency in financial reporting
- Optimized pricing strategies for competitive advantage
- Efficient resource allocation and budget planning
- Accurate project cost estimation and forecasting
- Increased organizational profitability
- Streamlined procurement decision-making processes
- Better risk management in pricing and supplier contracts
- Enhanced overall operational efficiency

Target Audiences

1. Procurement Managers
2. Financial Analysts
3. Project Managers
4. Supply Chain Professionals
5. Contract Administrators

6. Business Consultants
7. Pricing Analysts
8. Organizational Decision Makers

Course Duration: 5 days

Course Modules

Module 1: Introduction to Cost & Price Analysis

- Overview of cost and pricing concepts
- Key terminology and principles
- Importance of cost analysis in procurement
- Common challenges in price evaluation
- Case Study: Supplier proposal assessment
- Hands-on exercises in cost identification

Module 2: Cost Structures and Components

- Fixed vs. variable costs
- Direct and indirect costs analysis
- Overhead allocation methods
- Activity-based costing overview
- Case Study: Manufacturing cost evaluation
- Practical exercises on cost component identification

Module 3: Price Analysis Techniques

- Methods of price comparison
- Benchmarking and market research
- Price reasonableness determination
- Factors influencing pricing decisions
- Case Study: Service contract pricing
- Exercises on price analysis using real examples

Module 4: Cost Estimation Methods

- Techniques for accurate cost estimation
- Historical data and trend analysis
- Bottom-up and top-down estimation approaches
- Adjustments for inflation and market changes
- Case Study: Construction project cost estimation
- Practical exercises on cost forecasting

Module 5: Variance Analysis and Reporting

- Identifying cost discrepancies
- Standard vs. actual cost comparison
- Reporting and corrective measures
- Variance calculation exercises
- Case Study: Operational cost discrepancies
- Hands-on reporting exercises

Module 6: Negotiation Strategies Based on Cost Analysis

- Preparing data for negotiation
- Supplier negotiation techniques
- Cost-informed decision making
- Communication and persuasion strategies
- Case Study: Negotiating supplier contracts
- Role-playing exercises for negotiation

Module 7: Advanced Cost Modeling Tools

- Introduction to software for cost analysis
- Data visualization for pricing decisions
- Scenario and sensitivity analysis
- Integrating financial and operational data
- Case Study: Using software for product pricing
- Hands-on exercises with cost modeling tools

Module 8: Strategic Decision-Making in Pricing

- Linking cost analysis to business strategy
- Evaluating long-term financial impact
- Risk assessment in pricing decisions
- Aligning cost strategy with organizational goals
- Case Study: Strategic pricing for market competitiveness
- Exercises in decision-making simulations

Training Methodology

- Interactive lectures and discussions
- Practical exercises and hands-on activities
- Real-world case study analysis

- Group projects and collaborative exercises
- Software tool demonstrations for cost modeling
- Role-playing for negotiation and decision-making

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.
f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com