

Controlling the Costs

Course ref: MN5

Course aims:

- To introduce delegates to the principles of cost effective purchasing
- To recognise the total value of a purchasing decision
- To increase the “bottom line” through effective purchasing
- To negotiate better deals for your company

Benefits of attending:

- High quality training by experienced professional
- Practical exercises to support the learning process
- Training can be geared to your individual organisation’s situation

Outline of programme:

This workshop looks at the activities behind the costs of a business, and helps delegates to recognise and modify those activities to reduce costs.

Topics covered include:

- How to identify true costs
- Which costs to monitor
- How to control costs through the supply chain
- How professional buyers choose suppliers
- Ways to build a profitable supplier relationship
- Vendor selection criteria
- Balancing quality and price
- Understanding negotiation techniques and negotiation variables

Duration:

This course normally operates as a 1-day course, depending on the depth required and issues which need to be covered. It can also be run as part of a series, together with Goal Setting, Management Skills, and Time Management.