



International Training  
Center Paris

# TRAINING SCHEDULE

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# CONTRACT PRICING AND COST ANALYSIS TRAINING

## Overview:

The Contract Pricing and Cost Analysis Training program is designed for procurement professionals seeking to enhance their knowledge and skills in pricing and cost analysis. The program will cover a range of topics, including pricing strategies, cost analysis techniques, contract negotiation, and contract management. Participants will gain practical knowledge and skills required to effectively manage contract pricing and cost analysis in procurement.

**Objectives: By the end of this training program, participants will be able to:**

- Understand the fundamentals of contract pricing and cost analysis.
- Develop an understanding of pricing strategies and techniques for analyzing costs.
- Negotiate contracts with suppliers based on pricing and cost analysis.
- Effectively manage contracts to ensure pricing and cost analysis remains on track.
- Identify opportunities for cost savings and implement cost reduction strategies.

The training program will include lectures, case studies, group discussions, and practical exercises. Participants will have the opportunity to apply the concepts learned in the training program to real-world procurement scenarios. By the end of the training program, participants will be equipped with the knowledge and skills required to effectively manage contract pricing and cost analysis in procurement, negotiate contracts with suppliers based on pricing and cost analysis, and identify opportunities for cost savings and implement cost reduction strategies.

# Targeted Groups:

- Contract pricing specialists
- Procurement professionals focused on cost analysis
- Vendor relationship managers analyzing pricing strategies
- Financial analysts involved in contract pricing
- Contract managers evaluating cost efficiency

# Planning:

## Day 1: Introduction to Contract Pricing and Cost Analysis

- Overview of contract pricing and cost analysis
- Understanding the legal and regulatory framework for contract pricing
- Fundamentals of pricing strategies and cost analysis techniques

## Day 2: Pricing Strategies and Cost Analysis Techniques

- Pricing strategies for procurement professionals
- Techniques for analyzing costs and developing pricing models
- Understanding cost drivers and sources of cost variability

## Day 3: Negotiating Contracts Based on Pricing and Cost Analysis

- Effective contract negotiation based on pricing and cost analysis
- Developing negotiation strategies and tactics
- Contract terms and conditions related to pricing and cost analysis

## Day 4: Contract Management and Pricing/Cost Analysis

- Contract management techniques for ensuring pricing and cost analysis remain on track
- Monitoring and reporting on pricing and cost analysis
- Contract modifications related to pricing and cost analysis

## **Day 5: Identifying Cost Savings and Implementing Cost Reduction Strategies**

- Identifying opportunities for cost savings in procurement
- Developing cost reduction strategies
- Monitoring and reporting on cost savings initiatives