

Course Name

Contract Cost and Price Analysis

Sector Name

Project & Contract Management

Document Type

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Contract Cost and Price Analysis

Course Introduction

Obtaining fair and reasonable pricing from contractors and suppliers is a primary objective for all businesses and governments. Evaluating prices through Cost and Price analysis is an essential skill set in meeting these objectives. Those involved in these activities understand well the significant challenges in this ever-changing business environment, and also that there exist significant opportunities for improvement by providing best practice competencies to all those involved in contract and procurement activities.

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Contract Cost and Price Analysis

Target Audience

- ✓ Cost Analyst
- ✓ Contract Manager
- ✓ Procurement Specialist
- ✓ Financial Analyst
- ✓ Pricing Analyst
- ✓ Contracts Administrator
- ✓ Purchasing Manager
- ✓ Commercial Manager
- ✓ Bid Manager
- ✓ Cost Estimator

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Learning Objectives

- ✓ Understand the Importance Of Price/Cost Analysis In Continuous Improvement Programmes
- ✓ Recognize The Difference Between Price And Cost Analysis
- ✓ Define Criteria For Selecting The Analysis Type
- ✓ Explore the Methods Of Price Analysis
- ✓ Gain Knowledge of Supplier Strategic Alliances
- ✓ Gain Analytical Tools for Cost Drivers
- ✓ Understand the Methods Of Cost Analysis
- ✓ Develop "Should Cost"
- ✓ Understand the Types Of TCO Models

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Contract Cost and Price Analysis

Course Outline

✓ Day 01

Defining Cost Savings Opportunities:

- ✓ Reducing The Cost Of Purchased Goods And Services
- ✓ Contract's Savings Impact On The Bottom Line
- ✓ Understanding Where To Focus Your Efforts
- ✓ Supplier Pricing Models
- ✓ Develop Opportunity Hypotheses
- ✓ Cost Reduction Reporting Procedure
- ✓ Continuous Improvement Skill Sets

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Course Outline

✓ Day 02

Performing Price Analysis:

- ✓ Difference Between Cost And Price Analysis
- ✓ Selection Tool
- ✓ Methods Of Price Analysis
- ✓ Historical Analysis
- ✓ Using Price Indexes
- ✓ Calculating Change
- ✓ Developing the Organization's Contract Price Index

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Course Outline

✓ Day 03

Performing Cost Analysis:

- ✓ Methods Of Cost Analysis
- ✓ Major Elements Of Cost
- ✓ What And How Important Are Supplier Overheads
- ✓ Developing “Should Costs”
- ✓ Requesting Supplier Cost Info
- ✓ Issues In Analyzing Supplier Cost Breakdown
- ✓ How much Profit should the Supplier make

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Course Outline

✓ Day 04

Other Important Valuation Criteria:

- ✓ Industry Analysis
- ✓ Global Industrial Labor Rates
- ✓ Working With Currency Exchange Rates
- ✓ Total Costs Of Ownership Models
- ✓ Reengineering Processes to Reduce Cost
- ✓ Cost Volume Profit Analysis
- ✓ Defining Value Analysis?

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Course Outline

✓ Day 05

Controlling Contract Pricing in Volatile Markets:

- ✓ Dealing in Volatile Economic Situations
- ✓ Contract Economic Adjustment Clauses
- ✓ Continuous Improvement Methods
- ✓ Early Supplier Involvement
- ✓ Reducing Waste In The Supply Chain
- ✓ Savings Reporting
- ✓ Get The Big Savings Now

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Dec. 21, 2026	Dec. 25, 2026	5 days	4250.00 \$	UAE , Dubai
March 14, 2027	March 18, 2027	5 days	4250.00 \$	KSA , Riyadh
April 19, 2027	April 23, 2027	5 days	4950.00 \$	Austria , Vienna
Aug. 30, 2027	Sept. 3, 2027	5 days	4250.00 \$	UAE , Abu Dhabi

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