



# Building and Negotiating with Detailed Cost Breakdowns

**Advanced Purchasing Dynamics** is hosting a one-day training course developed for manufacturing purchasing professionals. The course is designed to improve your abilities to develop and negotiate with detailed cost breakdowns.

During the training you will learn the skills to successfully negotiate direct materials pricing with suppliers. This course provides training, examples and real-life cases based upon knowledge-based price negotiations with suppliers.

## After attending this course, attendees will be able to:

- Understand the benefits of cost transparency for buyers and suppliers
- Know shop floor accounting methods that suppliers use to develop quotes
- Understand best practices in the development of detailed cost breakdown formats
- Build effective, commodity specific detailed cost breakdowns
- Systematically analyze detailed cost breakdowns from supplier quotes to identify specific cost reduction opportunities
- Implement proven approaches for successful price negotiations
- Successfully prepare for cost negotiations using information from detailed cost breakdowns
- Develop strategic approaches for negotiations that will lead to better results and more productive relationships

Contact Jon at APD today to register  
+1 734-335-3093 or visit <http://www.procureforce.co/events/>