



Developing and Negotiating with Cost Models

Advanced Purchasing Dynamics is hosting a one-day training developed for manufacturing purchasing professionals. This course is designed to improve your abilities to build should-be cost models and use them effectively in supplier negotiations.

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 how to build detailed cost breakdown formats that make building should-be models easy
- Build should-be cost models based upon supplier detailed cost breakdowns and physical part attributes
- Build should-be models for key production metrics including scrap cycle time and machine size
- Systematically analyze supplier quotes against cost models to identify specific cost reduction opportunities
- Successfully prepare for cost negotiations using should-be cost models
- 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/>