



## PROCUREMENT AND MATERIALS MANAGEMENT

# Cost and Price Analysis for Buyers

3 day course

Classroom, online or in-house

## Course overview

A buyer who can only compare quotes is negotiating on the supplier's terms, because the supplier knows what the item costs to make and the buyer does not. This course closes that gap. Delegates work through cost structure and the difference between price, cost and value, cost breakdown analysis and how to request one that suppliers will provide, and should cost modelling built from materials, labour, overhead and margin. Learning curves and volume effects are covered. Indexation and escalation clauses are addressed, since input costs move. Total cost of ownership follows, including the costs that never appear on the invoice. The course closes on using this analysis in a negotiation without destroying the relationship.

## What you will learn

- Distinguish price, cost and value in a purchasing decision
- Request and interpret a supplier cost breakdown
- Build a should cost model from materials, labour, overhead and margin
- Apply learning curve and volume effects to expected price
- Structure indexation and escalation clauses
- Calculate total cost of ownership including off invoice costs
- Use cost analysis in negotiation without damaging the relationship

## Who should attend

- Buyers and procurement officers
- Category and commodity managers
- Cost engineers and estimators
- Finance staff supporting procurement
- Technical staff specifying purchased items

## Course outline

- 01 Negotiating on the supplier's terms
- 02 Price, cost and value
- 03 Cost structure and breakdown analysis
- 04 Should cost modelling
- 05 Learning curves and volume effects
- 06 Indexation and escalation
- 07 Total cost of ownership
- 08 Using cost analysis in negotiation

## Upcoming dates

| Dates                  | Venue                  | Format    | Fee per delegate |
|------------------------|------------------------|-----------|------------------|
| 19 to 21 October 2026  | Online                 | Online    | R6,500           |
| 4 to 6 November 2026   | Gaborone, Botswana     | Classroom | R14,950          |
| 18 to 20 November 2026 | Kigali, Rwanda         | Classroom | USD 995          |
| 7 to 9 December 2026   | Pretoria, South Africa | Classroom | R14,950          |



## Fees and how to register

This 3 day course is **R6,500** per delegate online, **R14,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 995** in the classroom elsewhere in Africa. In-house training is quotation on request. Book 2 or more delegates on this course and save 10%.

To register or request an in-house proposal, visit [www.afrisciencegroup.com](http://www.afrisciencegroup.com), email [info@afriscience.co.za](mailto:info@afriscience.co.za), or WhatsApp us on **+27 63 479 1136**.

AfriScience Group | +27 61 536 6531 | [info@afriscience.co.za](mailto:info@afriscience.co.za) | Pretoria, Gauteng, South Africa