COURSE OVERVIEW FM0248
Resisting Price Increase & Cost Reduction

Course Title
Resisting Price Increase & Cost Reduction

Course Date/Venue
November 09-13, 2025/Crowne Meeting Room, Crowne Plaza Al Khobar, an IHG Hotel, Al Khobar, KSA

Course Reference
FM0248

3.0 CEUs (30 PDHs) AWARD

H-STK© INCLUDED

Course Duration/Credits
Five days/3.0 CEUs/30 PDHs

Course Description

This highly-interactive course includes various practical sessions and exercises. Theory learnt will be applied using the "MS Excel" application.

This course is designed to provide participants with a detailed and up-to-date overview of Resisting Price Increase & Cost Reduction. It covers the price resistance, cost reduction versus price reduction and supplier pricing structures; the total cost of ownership (TCO) and financial impact of price increases and the preparation for negotiation, communication tactics with suppliers, leveraging market knowledge and negotiation techniques for price resistance.

Further, the course will also discuss how to handle difficult supplier behavior; the cost reduction frameworks and cost-saving opportunities; the collaborative cost reduction with suppliers, substitution and alternative solutions and logistics and supply chain optimization; the cost modeling and analysis, risk assessment in cost management and contractual levers to resist price increases; using technology for cost control; and the procurement governance and compliance.

During this interactive course, participants will learn to build a long-term supplier relationships; the strategic sourcing and globalization, green procurement initiatives and circular economy practices; the energy efficiency in supply chains and reducing carbon costs and penalties; and the future trends in price management covering commodity volatility and hedging, digital procurement transformation and the impact of AI and machine learning.

Course Objectives

Upon the successful completion of this course, each participant will be able to: -

- Apply and gain an in-depth knowledge on resisting price increase and cost reduction
- Discuss price resistance, cost reduction versus price reduction and supplier pricing structures
- Analyze total cost of ownership (TCO) and recognize the financial impact of price increases
- Prepare for negotiation and apply communication tactics with suppliers, leveraging market knowledge and negotiation techniques for price resistance
- Handle difficult supplier behavior and identify cost reduction frameworks and cost-saving opportunities
- Apply collaborative cost reduction with suppliers, substitution and alternative solutions and logistics and supply chain optimization
- Illustrate cost modeling and analysis, risk assessment in cost management and contractual levers to resist price increases
- Use technology for cost control and apply procurement governance and compliance
- Build long-term supplier relationships and carryout strategic sourcing and globalization
- Apply green procurement initiatives, circular economy practices, energy efficiency in supply chains and reducing carbon costs and penalties
- Discuss future trends in price management covering commodity volatility and hedging, digital procurement transformation and impact of ai and machine learning

Exclusive Smart Training Kit - H-STK®

*Participants of this course will receive the exclusive "Haward Smart Training Kit" (**H-STK®**). The **H-STK®** consists of a comprehensive set of technical content which includes **electronic version** of the course materials conveniently saved in a **Tablet PC**.*

Who Should Attend

This course provides an overview of all significant aspects and considerations of resisting price increase and cost reduction for procurement and purchasing professionals, contract managers and administrators, supply chain and sourcing specialists, finance and cost control officers, project managers involved in supplier negotiations and operations and production managers.

Course Certificate(s)
Internationally recognized certificates will be issued to all participants of the course who completed a minimum of 80% of the total tuition hours.

Certificate Accreditations
Haward's certificates are accredited by the following international accreditation organizations:

- British Accreditation Council (BAC)

Haward Technology is accredited by the **British Accreditation Council** for **Independent Further and Higher Education** as an **International Centre**. Haward's certificates are internationally recognized and accredited by the British Accreditation Council (BAC). BAC is the British accrediting body responsible for setting standards within independent further and higher education sector in the UK and overseas. As a BAC-accredited international centre, Haward Technology meets all of the international higher education criteria and standards set by BAC.

- The International Accreditors for Continuing Education and Training (IACET - USA)

Haward Technology is an Authorized Training Provider by the International Accreditors for Continuing Education and Training (IACET), 2201 Cooperative Way, Suite 600, Herndon, VA 20171, USA. In obtaining this authority, Haward Technology has demonstrated that it complies with the **ANSI/IACET 2018-1 Standard** which is widely recognized as the standard of good practice internationally. As a result of our Authorized Provider membership status, Haward Technology is authorized to offer IACET CEUs for its programs that qualify under the **ANSI/IACET 2018-1 Standard**.

Haward Technology's courses meet the professional certification and continuing education requirements for participants seeking **Continuing Education Units** (CEUs) in accordance with the rules & regulations of the International Accreditors for Continuing Education & Training (IACET). IACET is an international authority that evaluates programs according to strict, research-based criteria and guidelines. The CEU is an internationally accepted uniform unit of measurement in qualified courses of continuing education.

Haward Technology Middle East will award **3.0 CEUs** (Continuing Education Units) or **30 PDHs** (Professional Development Hours) for participants who completed the total tuition hours of this program. One CEU is equivalent to ten Professional Development Hours (PDHs) or ten contact hours of the participation in and completion of Haward Technology programs. A permanent record of a participant's involvement and awarding of CEU will be maintained by Haward Technology. Haward Technology will provide a copy of the participant's CEU and PDH Transcript of Records upon request.

Course Instructor(s)

This course will be conducted by the following instructor(s). However, we have the right to change the course instructor(s) prior to the course date and inform participants accordingly:

Mr. Osama Harairi, MBA, BA, DBA (on-going), CPA, is a **Certified Public Accountant** & **Senior Management Consultant** with **25 years** of practical experience in the areas of **Contract Standards** & **Laws**, **Bidder Selection** & **Tender Evaluation**, **Contract**, **Tendering, Bidding & Awards**, **Contract** Management, **Contract Negotiation** Foundations, **Advanced Contracts** Management, **Contract Management** for Procurement, **Tender** Development, **Contract** Standards & Laws, **Contract Management** & **Tendering**, **Tender Development**, **Contract Type Selection**, **Tendering** Approach, **Tender** Specifications, **Bid Evaluation** Procedures, Evaluating **Cost** & **Revenue**, **Budgeting** & **Cost Control**, **Revenues & Profit Margins**, **Investment** & Strategic Planning, **Cash Flow**, **Corporate Finance**, **Investment & Asset** Management, **Operation** Management, **Debt Restructuring**, **Budgeting & Risk** Management, Annual **Costs & Expenses** Reduction, **Sales & Profit** Average Increase, **Budgeting & Cost Control**, **Budget Forecasting**, **Financial** Analysis & Planning, **Finance & Auditing** Management, **Financial Markets** Regulations, **Financial Accounting**, **Financial** Models & Systems, Financial Indicators, Financial Leverage, **Financial** Modelling & Forecasting, **Financial Analysis** Techniques, **Financial Data** Analysis Concepts & Process, **Financial & Accounting** Management, **Financial Planning** Techniques, **Cost** Optimization, Effective **Budgeting & Cost** Control, Planning & Forecasting **Cost**, **Economic Cost** Analysis, **Advanced Supervisory Skills**, **Behavior Communication**, **Business Ethics & Etiquette**, **Communication and Presentation Skills**, **Dispute Resolution** & **Risk** Identification, Master Planning, **Risk** Analysis & Management, **Business Process Analysis & Modelling** and **Strategic** Management. Further, he is also well-versed in **Six Sigma**, **Six Sigma** Analysis, **Lean Six Sigma, Lean Six Sigma Strategies, Six Sigma Training, People Management** Essentials, **Training Need Analysis**, **Training** Management, Strategic **Recruitment, Interviewing & Selection**, **Human Capital Asset** Management, **Human Resource** Development, **Human Resource** Management, **Career** Development & Succession Planning Strategies, **HR Management** System, **Human Relation Skills & EQ Intelligence, Project Management**, **Project Delivery & Governance Framework**, **Project Management Systems**, **Project Management Practices**, **Project Management Disciplines**, **Project Risk Management**, **Dispute Resolution**, and **Risk Identification**.

During his career life, Mr. Osama had occupied several important positions such as being the **Group CEO**, **Chief Executive Officer**, **Chief Financial Officer**, **Deputy General Manager**, **Acting General Manager**, **Accounting Department Head**, **Contract Manager**, **Financial Manager**, **Accounting Manager**, **Senior Accountant**, **Accountant**, **Cashier Supervisor**, **Financial Consultant**, **Financial Trainer/Lecturer**, **Group Finance Consultant**, **External Auditor**, **Tax Calculation Expert** and **Cashier** of HS Group, Almas/Murad Group, Canadian Aluminum Industries, Gulf Food Co. Ltd., Silver Establishment, Musallam Establishment, Zahawani, Al-Naji, Basamat Center, Al Jazira, Al Ramiz International Group, Subhi Abu Gallous Co. and Rum Alladin Engineering Industries Co.

Mr. Osama has a **Bachelor's degree** in **Accounting**, holds **MBA** and currently enrolled for **Professional Doctorate** of **Business Administration** (**DBA**). Further, he is also a **Certified Trainer**, a **Certified Public Accountant** (**CPA**), a **Certified Internal Verifier/Assessor/Trainer** by the **Institute of Leadership & Management** (**ILM**), a **Board Member** and has wide range of published reports and journal articles in banking consulting and economic publications. He has further delivered numerous trainings, courses, seminars, conferences and workshops globally.

Training Methodology

All our Courses are including **Hands-on Practical Sessions** using equipment, State-of-the-Art Simulators, Drawings, Case Studies, Videos and Exercises. The courses include the following training methodologies as a percentage of the total tuition hours:-

30% Lectures
20% Practical Workshops & Work Presentations
30% Hands-on Practical Exercises & Case Studies
20% Simulators (Hardware & Software) & Videos

In an unlikely event, the course instructor may modify the above training methodology before or during the course for technical reasons.

Course Fee

US$ 5,500 per Delegate + **VAT**. This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Accommodation

Accommodation is not included in the course fees. However, any accommodation required can be arranged at the time of booking.

Course Program

The following program is planned for this course. However, the course instructor(s) may modify this program before or during the workshop for technical reasons with no prior notice to participants. Nevertheless, the course objectives will always be met:

Day 1: ***Sunday, 09th of November 2025***

0730 – 0800	*Registration & Coffee*
0800 – 0815	*Welcome & Introduction*
0815 – 0830	***PRE-TEST***
0830 – 0930	***Introduction to Price Resistance*** *Why Suppliers Increase Prices • Impact of Inflation and Market Volatility • Buyer versus Supplier Perspectives • Importance of Resisting Unjustified Increases*
0930 – 0945	*Break*
0945 – 1030	***Cost Reduction versus Price Reduction*** *Definitions and Key Differences • Strategic versus Tactical Cost Management • Balancing Short-Term Savings with Long-Term Value • Role in Organizational Profitability*
1030 – 1130	***Supplier Pricing Structures*** *Cost Drivers in Supplier Pricing (Materials, Labor, Logistics) • Fixed versus Variable Costs • Understanding Supplier Margin Expectations • Hidden Costs in Supplier Proposals*
1130 – 1215	***Analyzing Total Cost of Ownership (TCO)*** *Concept of TCO in Procurement Decisions • Direct and Indirect Costs • Lifecycle Cost Analysis • Applying TCO in Supplier Negotiations*
1215 – 1230	*Break*

1230 – 1330	***Financial Impact of Price Increases*** *Effects on Gross Margin and Profitability • Cost Pass-Through to Customers • Impact on Budgeting and Forecasts • Linking Procurement to Financial Statements*
1330 – 1420	***Case Study – Responding to a Supplier Price Increase*** *Example of an Unjustified Price Rise • Identifying Negotiation Opportunities • Exploring Cost Alternatives • Lessons Learned*
1420 – 1430	***Recap*** *Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow*
1430	*Lunch & End of Day One*

Day 2: Monday, 10th of November 2025

0730 – 0830	***Preparation for Negotiation*** *Gathering Supplier Cost Data • Benchmarking Against Industry Averages • Analyzing Competitor Pricing Models • Setting Negotiation Objectives*
0830 - 0930	***Communication Tactics with Suppliers*** *Framing Discussions Professionally • Questioning Techniques to Uncover True Costs • Challenging Supplier Assumptions • Maintaining Positive Relationships*
0930 – 0945	*Break*
0945 – 1100	***Leveraging Market Knowledge*** *Using Commodity Indices and Benchmarks • Analyzing Global Trade and Tariff Trends • Understanding Supply-Demand Dynamics • Applying Data in Supplier Discussions*
1100 – 1215	***Negotiation Techniques for Price Resistance*** *Anchoring and Counter-Offers • Concessions and Trade-Offs • "Should-Cost" Model Application • Collaborative Negotiation Approaches*
1215 – 1230	*Break*
1230 – 1330	***Handling Difficult Supplier Behavior*** *Managing Aggressive Supplier Tactics • Dealing with Monopolistic or Single-Source Suppliers • Mitigating Threats of Supply Disruption • Escalation and Alternative Sourcing*
1330 – 1420	***Role Play – Buyer-Supplier Price Increase Negotiation*** *Group Exercise Simulating Negotiation • Applying Data to Resist Price Increases • Exploring Cost Reduction Opportunities • Peer Feedback and Debrief*
1420 – 1430	***Recap*** *Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow*
1430	*Lunch & End of Day Two*

Day 3: Tuesday, 11th of November 2025

0730 – 0830	***Cost Reduction Frameworks*** *Lean Management Principles • Value Analysis versus Value Engineering • Kaizen and Continuous Improvement • Strategic Sourcing Approaches*
0830 – 0930	***Identifying Cost-Saving Opportunities*** *Process Inefficiencies • Supply Chain Redundancies • Quality versus Cost Trade-Offs • Vendor Rationalization*

0930 – 0945	Break
0945 – 1100	**Collaborative Cost Reduction with Suppliers** Joint Cost Reduction Initiatives • Sharing Productivity Improvements • Innovation Partnerships • Long-Term Supplier Collaboration
1100 – 1215	**Substitution & Alternative Solutions** Alternative Materials and Components • Alternative Manufacturing Processes • Re-Engineering Product Design • Outsourcing versus Insourcing Decisions
1215 – 1230	Break
1230 – 1330	**Logistics & Supply Chain Optimization** Freight Cost Management • Inventory Optimization Techniques • Consolidating Shipments • Leveraging Economies of Scale
1330 – 1420	**Case Study – Achieving Cost Savings in Procurement** Real-World Example of Cost Reduction Project • Steps Taken and Challenges Faced • Financial and Operational Impact • Lessons for Replication
1420 – 1430	**Recap** Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow
1430	Lunch & End of Day Three

Day 4: Wednesday, 12th of November 2025

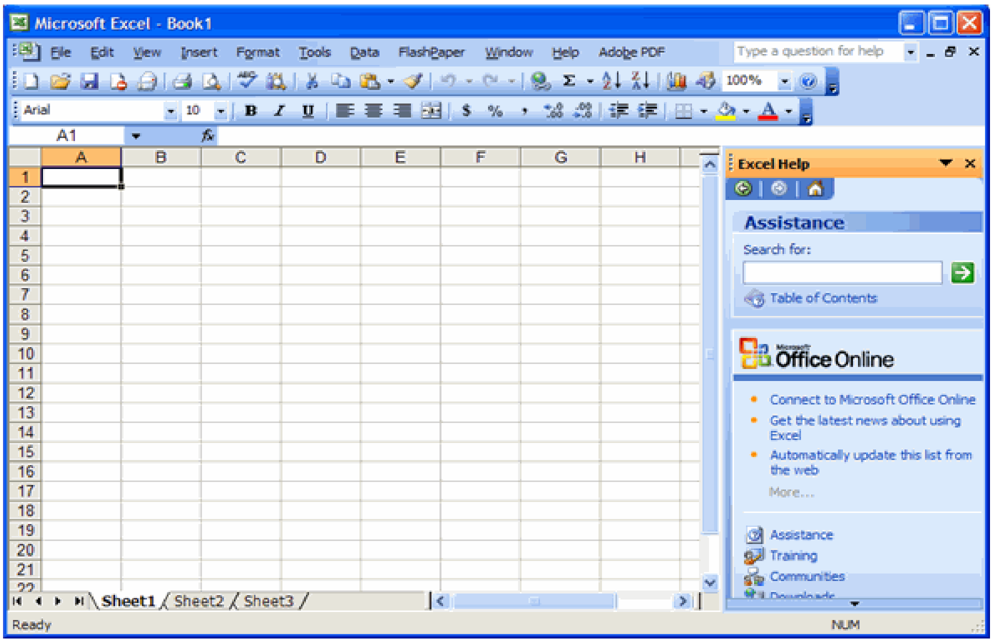
0730 – 0830	**Cost Modeling & Analysis** Should-Cost Models and Cost Breakdowns • Activity-Based Costing (ABC) • Regression Analysis for Price Forecasting • Using Financial Ratios in Supplier Evaluation
0830 – 0930	**Risk Assessment in Cost Management** Identifying Risks of Cost Reduction Initiatives • Supplier Financial Stability Risks • Quality and Compliance Risks • Balancing Risk versus Reward
0930 – 0945	Break
0945 – 1100	**Contractual Levers to Resist Price Increases** Price Escalation Clauses and Caps • Index-Based Pricing Agreements • Multi-Year Fixed Pricing Contracts • Supplier Performance-Based Contracts
1100 – 1215	**Using Technology for Cost Control** Procurement Analytics Platforms • Digital Dashboards and Cost Monitoring • AI in Spend Analysis • Blockchain in Contract and Pricing Transparency
1215 – 1230	Break
1230 – 1330	**Procurement Governance & Compliance** Role of Procurement Policies in Cost Reduction • Ethics in Negotiations and Sourcing • Compliance with Competition Laws • Auditing Supplier Contracts
1330 – 1420	**Workshop – Building a Cost Reduction Model** Hands-On Cost Model Development • Analyzing Data for Negotiation Leverage • Identifying Cost Drivers • Presenting Findings for Feedback
1420 – 1430	**Recap** Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow
1430	Lunch & End of Day Four

Day 5: Thursday, 13th of November 2025

0730 – 0830	***Building Long-Term Supplier Relationships*** *Collaborative Partnerships versus Adversarial Approaches • Supplier Development Programs • Joint Innovation and R&D • Trust and Transparency in Pricing*
0830 – 0930	***Strategic Sourcing & Globalization*** *Category Management for Savings • Global Sourcing Strategies • Nearshoring versus Offshoring Trade-Offs • Supplier Diversification*
0930 – 0945	*Break*
0945 – 1100	***Sustainability & Cost Reduction*** *Green Procurement Initiatives • Circular Economy Practices • Energy Efficiency in Supply Chains • Reducing Carbon Costs and Penalties*
1100 – 1215	***Future Trends in Price Management*** *Commodity Volatility and Hedging • Digital Procurement Transformation • Impact of AI and Machine Learning • Resilient Supply Chains Post-COVID*
1215 – 1230	*Break*
1230 – 1345	***Capstone Project – Developing a Price Resistance & Cost Reduction Strategy*** *Team Assignment on Resisting a Supplier Price Increase • Developing a Cost-Reduction Roadmap • Presenting Strategies to the Group*
1345 – 1400	***Course Conclusion*** *Using this Course Overview, the Instructor(s) will Brief Participants about the Course Topics that were Covered During the Course*
1400 – 1415	***POST-TEST***
1415 – 1430	*Presentation of Course Certificates*
1430	*Lunch & End of Course*

Simulator (Hands-on Practical Sessions)

Practical sessions will be organized during the course for delegates to practice the theory learnt. Delegates will be provided with an opportunity to carryout various exercises using “MS-Excel” application.



MS-Excel

Course Coordinator

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