

Strategic Cost Analysis for Effective Decision-Making

8 – 12 March 2027
Rome (Italy)

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Why This Course

Cost analysis is a powerful tool for improving profitability, strengthening competitiveness, and supporting smarter strategic decisions. In modern organizations, cost management is no longer limited to reducing expenses. It is about understanding cost behavior, identifying value drivers, improving performance, and aligning financial decisions with long-term business strategy.

Effective cost analysis helps leaders evaluate pricing decisions, customer profitability, product performance, budgeting priorities, process efficiency, and investment choices. When cost information is accurate and strategically interpreted, organizations can make better decisions, reduce waste, improve value creation, and build sustainable competitive advantage.

This intensive 5-day course equips participants with advanced cost analysis techniques for strategic decision-making. Through practical exercises, case studies, financial modeling, performance measurement tools, and strategic cost management frameworks, participants will learn how to turn cost data into actionable insights that support business growth and operational excellence.

What You'll Learn and Practice

By joining this program, you will:

- Understand the principles of strategic cost management.
- Analyze cost behavior and apply cost estimation techniques.
- Use activity-based costing and activity-based management.
- Identify strategic cost drivers and their impact on performance.
- Apply relevant costing to support business decisions.
- Use target costing and value engineering to improve competitiveness.
- Conduct customer profitability analysis.
- Support strategic pricing decisions using cost and value insights.
- Apply strategic budgeting and performance measurement techniques.
- Use Balanced Scorecard and KPIs for cost management.
- Conduct variance analysis and develop corrective actions.
- Apply advanced techniques such as life-cycle costing, quality cost management, environmental cost management, and lean accounting.
- Align cost management with corporate strategy and competitive positioning.
- Develop strategic cost reduction initiatives that protect value.

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A graphic of a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a silver knight behind it. The board is checkered, and there are concentric circles in the background.

The Program Flow

Day 1: Foundations of Strategic Cost Analysis

- Introduction to strategic cost management.
- Understanding the role of cost analysis in business strategy.
- Cost behavior and estimation techniques.
- Fixed, variable, direct, indirect, controllable, and strategic costs.
- Activity-based costing and activity-based management.
- Strategic cost driver analysis.
- Practical exercise: Identifying key cost drivers in a business process or department.

Day 2: Cost Information for Strategic Decision-Making

- Relevant costing for decision-making.
- Using cost information for make-or-buy, outsourcing, product mix, and investment decisions.
- Target costing and value engineering.
- Customer profitability analysis.
- Understanding customer segments, service costs, and profit contribution.
- Strategic pricing decisions.
- Workshop: Applying cost analysis to a strategic business decision.

Day 3: Budgeting and Performance Measurement

- Strategic budgeting processes.
- Linking budgets with strategic objectives and operational priorities.
- Balanced Scorecard implementation.
- Key Performance Indicators for cost management.
- Variance analysis and corrective actions.
- Using performance information to improve cost control and accountability.
- Practical exercise: Designing cost management KPIs and a variance response plan.

Day 4: Advanced Cost Management Techniques

- Life-cycle costing.
- Understanding costs across the full product, service, or project life cycle.
- Quality cost management.
- Prevention, appraisal, internal failure, and external failure costs.
- Environmental cost management.
- Lean accounting principles.
- Workshop: Applying advanced cost management techniques to improve efficiency and value.

Day 5: Integrating Cost Analysis with Corporate Strategy

- Aligning cost management with competitive strategy.
- Understanding cost leadership and differentiation strategies.
- Using cost information to strengthen competitive advantage.
- Strategic cost reduction initiatives.
- Avoiding short-term cuts that damage long-term value.
- Case studies in strategic cost management.
- Final activity: Developing a strategic cost management action plan.

Individual Impact

- Strengthen your ability to conduct advanced cost analysis.
- Improve confidence in using cost data for strategic decision-making.
- Build practical skills in activity-based costing, target costing, and variance analysis.
- Enhance your ability to connect cost management with business strategy.
- Improve your financial modeling and performance measurement capabilities.
- Gain tools for identifying cost improvement opportunities without reducing value.

Work Impact

- Improve profitability through better cost visibility and control.
- Strengthen strategic decision-making using reliable cost insights.
- Support more effective pricing, budgeting, and resource allocation.
- Improve performance measurement and accountability.
- Reduce waste and inefficiency through structured cost management.
- Align financial objectives with overall business strategy and competitive advantage.

Training Methodology

This program uses a practical and finance-focused approach to help participants apply cost analysis tools to real business situations. Learning methods include:

- Interactive discussions and guided facilitation.
- Strategic cost management case studies.
- Cost behavior and estimation exercises.
- Activity-based costing and cost driver analysis workshops.
- Relevant costing and pricing decision scenarios.
- Budgeting, KPI, and variance analysis activities.
- Advanced cost management technique applications.
- Group work, peer feedback, and strategic action planning.

The graphic features the text 'UK Training' in a small, grey font above the word 'PARTNER' in a large, bold, black font. This text is positioned over a background of concentric grey circles and a chessboard pattern. In the foreground, three chess pieces—a king, a pawn, and a knight—are visible, rendered in a 3D style with gold and silver finishes.

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Beyond the Course

Upon completion, participants will be equipped to use cost analysis as a strategic decision-making tool. They will return ready to:

- Conduct comprehensive cost analyses for strategic decisions.
- Develop cost-effective strategies that support sustainable competitive advantage.
- Improve organizational performance through strategic cost management.
- Align financial objectives with business strategy.
- Use cost data to support pricing, budgeting, and resource allocation.
- Build practical cost reduction initiatives that improve efficiency while protecting value.

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