

PROGRAM SYLLABUS

Strategic Cost Management Course

Online Certificate Program

Last update: July 3, 2026

PT | Procurement
Tactics



An overview

What can you expect of this program?

Strategic Cost Management Course

This course is designed to help procurement professionals understand costs, a critical skill for negotiating with confidence and making better supplier decisions.

You will begin by learning why price is only the outcome, and why real procurement value starts with understanding costs. We will explore the fundamentals of Strategic Cost Management, including cost behavior, cost structures, and the difference between cost, price, and value.

We will walk you through practical cost modeling, from identifying cost elements and cost drivers to building should-cost models that support supplier discussions. You will learn how to use cost models at the right level of detail, without overcomplicating the process.

Throughout the course, you will develop a fact-based negotiation mindset. This includes preparing supplier discussions, challenging price increases, using data with confidence, and turning cost insights into stronger negotiation outcomes.



– Marijn Overvest, founder Procurement Tactics



Online, self-paced learning



Subtitles in 5 different languages



Strategic Cost Management Templates



Interactive case studies



6-12 hours study material



12 months course access



Official certificate upon completion



60-day money-back guarantee



200+ companies trust us



About Your Instructor

Robert Driessen

Your instructor for this course is Robert Driessen, a procurement professional from the Netherlands with more than 20 years of experience in procurement.

Robert started his career as a buyer and later became CPO for several companies in both the food and non-food business. He also founded WTP Buynamics, a software company focused on implementing Strategic Cost Management.

Throughout his career, Robert noticed a recurring gap: procurement professionals are often trained in sourcing, contracts, and negotiation, but not always in truly understanding how costs are built.

With Robert's practical experience as a buyer, CPO, and cost management expert, you will learn how to build cost insight, ask better supplier questions, and use facts to strengthen your negotiations.



Learning objectives

And take your career to the next level

What you will learn

The perfect fit for

This course is designed for procurement professionals, buyers, category managers, and sourcing specialists who want to improve their cost understanding and negotiate with more confidence. It is ideal for professionals who deal with supplier price increases, cost breakdowns, should-cost models, or strategic negotiations and want to move from price discussions to fact-based supplier conversations.



Understand the difference between cost, price, and value

Recognize why price is only the outcome, and learn how cost insight helps you make stronger procurement decisions.



Identify key cost elements and cost drivers

Learn how supplier prices are built from materials, labor, overhead, GSA, and profit, and understand what makes these costs move.



Understand cost behavior and cost structures

Recognize how fixed, variable, direct, and indirect costs influence supplier pricing and price increase discussions.



Build practical cost models

Learn how to break down supplier prices, create should-cost models, and use the right level of detail for each situation.



Use market and economic data effectively

Understand how to validate supplier claims with relevant data, indexes, and market information.



Prepare fact-based supplier discussions

Learn how to structure supplier meetings, control the agenda, and ask better questions based on cost insight.



Use cost models in negotiations

Apply should-cost thinking to challenge price increases, validate assumptions, and strengthen your negotiation position.



Improve negotiation outcomes with cost insight

Move from price-based negotiation to fact-based negotiation and create better long-term supplier agreements.

Curriculum structure

Practical. Comprehensive. Game changing.

1. Strategic Cost Management & Cost Fundamentals

3 lessons

Key Cost Concepts: Cost vs Price vs Value

Fixed and Variable Costs

Direct vs. Indirect Costs

2. Cost Modeling

3 lessons

Cost Elements Deep Dive

Cost Model Maturity Ladder

Getting Data for Cost Models

3. Fact-based Negotiation

6 lessons

Why Your Should-Cost Number Is Always Wrong

Preparing the Fact-Based Dialogue

How to Use Cost Insights to Influence Pricing

Power in Negotiation - strengthened by cost models

The Negotiation Process

Negotiation Behavior & Process

MODULE 1

What you can expect

1. Strategic Cost Management & Cost Fundamentals

In Module 1, we build the foundation for understanding Strategic Cost Management in a procurement context. You will explore why price is only the outcome, and why stronger procurement decisions start with understanding costs.

We will look at the difference between cost, price, and value, and how these concepts shape supplier discussions. You will also learn how costs behave when volume changes, and why fixed, variable, direct, and indirect costs matter in procurement.

This module helps you move away from reacting to supplier prices and start asking better questions about cost drivers, cost behavior, and cost allocation.

By the end of this module, you will understand the core principles of Strategic Cost Management and how to use them to challenge supplier claims, structure price increase discussions, and build stronger cost insight.

Content

1. Module 1 Introduction
2. Key Cost Concepts: Cost vs. Price vs. Value
3. Fixed vs. Variable Costs
4. Direct vs. Indirect Costs
5. Module 1 Wrap-up

MODULE 2

What you can expect

2. Cost Modeling

In Module 2, we turn cost understanding into a practical procurement skill: cost modeling. You will learn how to create a structured view of how supplier prices are built, so you can validate claims and discuss the logic behind the numbers.

We will explore the main cost elements and cost drivers that shape supplier pricing. You will learn how to break a price into clear building blocks, such as material, labor, overhead, GSA, and profit, and understand what makes each element move.

This module also introduces the cost model maturity ladder. You will learn how to choose the right level of modeling for each situation, from a basic industry model to more detailed supplier-specific and open-book models.

By the end of this module, you will be able to build practical cost models, use market and economic data to validate assumptions, and prepare stronger fact-based supplier discussions.

Content

1. Module 2 Introduction
2. Cost Elements Deep Dive
3. Cost Model Maturity Ladder
4. Basic Industry Model
5. Adjusted Industry Model
6. Basic Supplier Model
7. Process Cost Model
8. Improved Supplier Model
9. Detailed Cost Model (Open Book)
10. Cost Modeling in Practice
11. Getting Data for Cost Models
12. Module 2 Wrap-up

MODULE 3

What you can expect

3. Fact-Based Negotiation

In Module 3, we bring Strategic Cost Management to the negotiation table. You will learn how to use cost knowledge, cost models, and supplier data to influence outcomes and secure better deals.

We will explore why your should-cost model does not need to be perfect to be useful. You will learn how to use the gap between your model and the supplier's quote to ask better questions, validate assumptions, and create negotiation leverage.

This module also focuses on preparing and leading fact-based supplier discussions. You will learn how to align internally, control the agenda, use cost insights without oversharing, and strengthen your negotiation position through information power.

By the end of this module, you will be able to prepare and lead fact-based negotiations, respond to supplier pushback, use cost models with confidence, and turn cost insight into stronger supplier agreements.

Content

1. Module 3 Introduction
2. Why Your Should-Cost Number Is Always Wrong
3. Preparing the Fact-Based Dialogue
4. How to Use Cost Insights to Influence Pricing
5. Power in Negotiation: Strengthened by Cost Models
6. The Negotiation Process
7. Negotiation Behavior & Process
8. Module 3 Wrap-up

Learn in demand skills

Take your career to the next level



Real-world projects

Develop practical skills through learning from real-world examples and studying dozens of inspiring case studies.



Self-paced online learning

Learn anywhere, anytime, and at your own pace with our fully online training program.



Personal coach & practitioner community

Contact your personal coach if you need any assistance or input. and collaborate with procurement professionals from around the world.



Our Learning Methodology

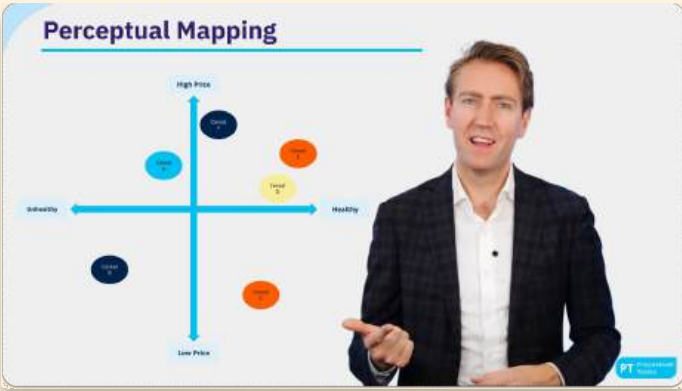
Enabling learners to be outstanding

4. APPLY

Learners are given guides and templates so they can walk into their work the next day and apply what they've learned.

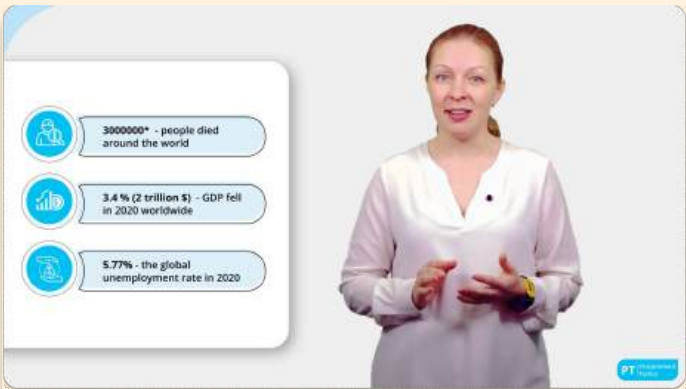
Record of proposals template

Record of proposals	Project	Project	Value	Value
Project	14,000	12,200	14,000	12,200
Volume discount	1.0%	2.0%	1.75%	2.6%
Supplier discount	80,000	150,000		100,000
Supplier discount	30	60	60	
Supplier discount	100	400	Medium	100
Supplier discount	1,000,000	1,000,000	1,000,000	1,000,000
Supplier discount	5	5	10	10



1. TELL

Learners understand facts, concepts, processes, and learn best practices.



2. SHOW

Learners see examples to bring the concepts to life.

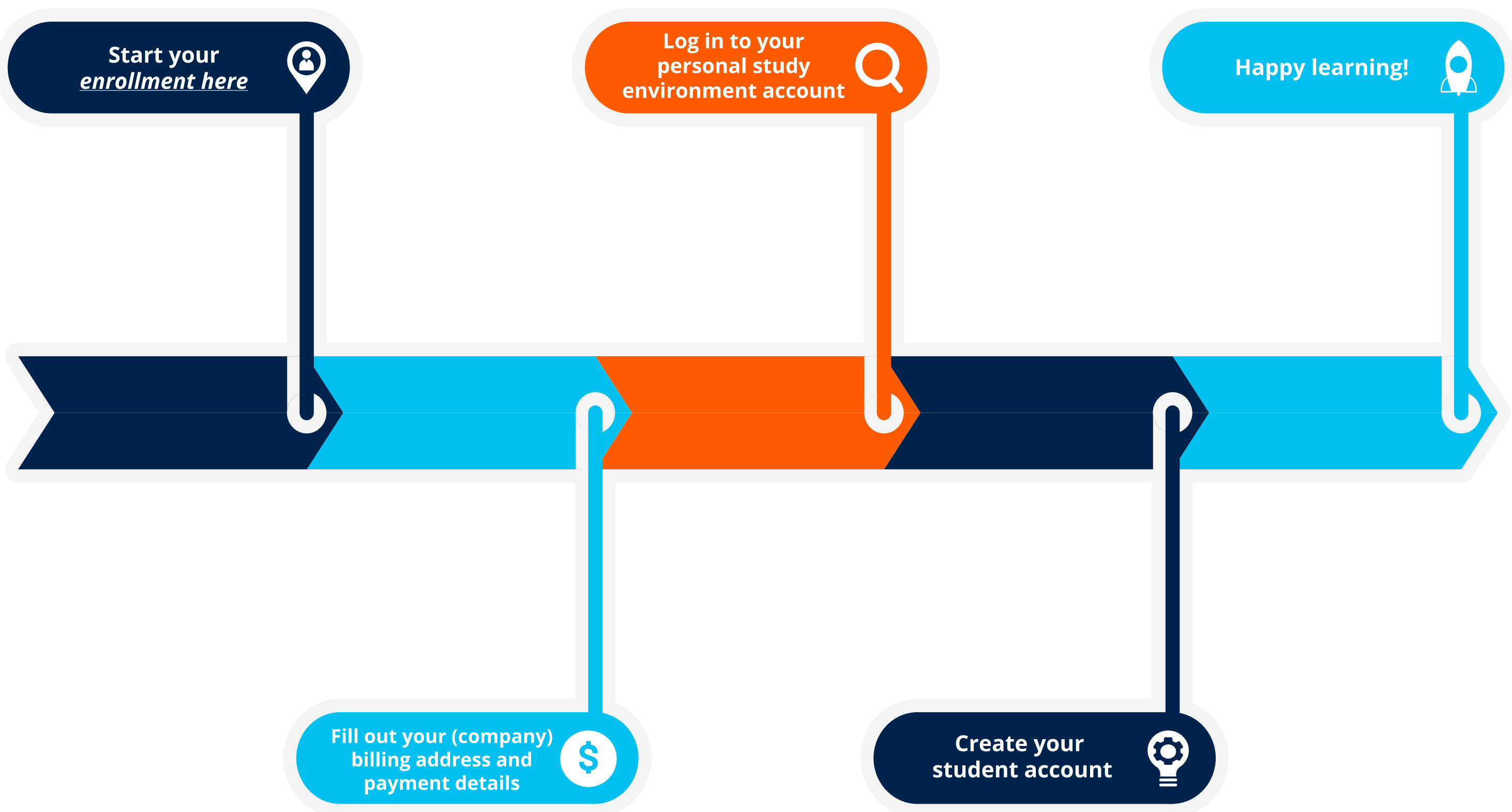


3. DO

Learners practice skills and concepts through hands-on activities and case studies.

How to enroll

Enroll today



Customers give us an average rating of 9.7 out of 10.

"Procurement Tactics helped my team members prepare their negotiation strategies and tactics to achieve better results. It also inspired them to leverage their skills in AI. After these trainings, my team showed more confidence and achieved better results! I highly recommend the Procurement Tactics courses to any procurement professional who wants to improve their skills!"



Jason de Gan, Supply Chain & Sourcing Leader at NRG

