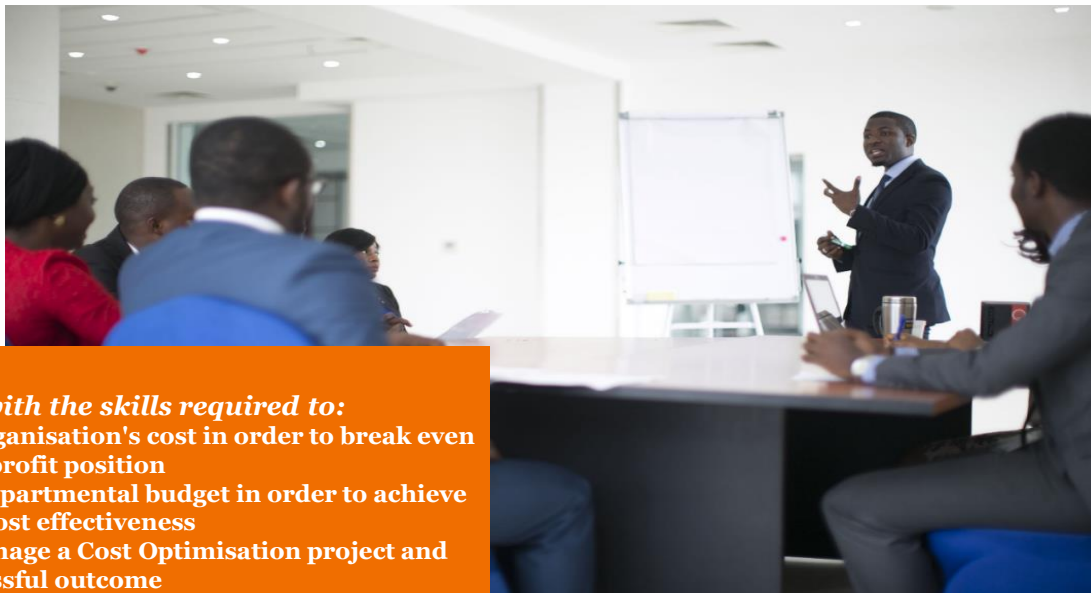


Cost Reduction and Optimisation

How to deal with uncertainty and communicate difficult decisions

6 - 7 October 2016



Equip yourself with the skills required to:

- Reduce your organisation's cost in order to break even or to achieve a profit position
- Manage your departmental budget in order to achieve efficiency and cost effectiveness
- Initiate and manage a Cost Optimisation project and achieve a successful outcome

Throughout the world business people have braced themselves for a challenging 2016. In order to maintain growth in their businesses, Managers need to strengthen their *Cost Management and Relationship Management skills*.

Our Training will introduce the participants to the best approach to cost reduction and optimisation for 2016 and equip them with the right communication skills to advocate for the cost reduction initiative, which often involves making difficult decisions.

Who should attend?

Managers with responsibility for departmental budgets, asset management, operations and procurement, including:

- Procurement Managers
- Supply Chain Specialists
- IT Asset Managers
- Finance Managers
- Human Resources Managers
- Chief Operations Officers
- General Managers

Benefits of attending

Participants will learn a tried and tested Cost Optimisation approach, which they can easily deploy in their Companies in order to achieve cost savings.

Participants will be given the tools and work approach required for initiating and managing a Cost Optimisation project successfully.



Objective

By the end of this training the participants will:

- Gain a better understanding of leading practice in cost reduction and optimisation
- Learn how to carry out an assessment in order to identify improvement opportunities that will lead to cost savings for their organisations
- Develop negotiation skills for internal and external negotiation
- Learn the most effective techniques of communicating difficult decisions especially with respect to cost reduction or contract re-negotiation

Day 1

- **Introduction to Cost Optimisation**
- **The Cost Challenge**
- **Cost Optimisation Focus**

Day 2

- **The Opportunity Accelerator Approach**
- **Case Study and simulation**
- **Working Capital Management**
- **Case Study and simulation**
- **How to communicate difficult decisions and negotiate**

Workshop facilitators



Folakemi Fadahunsi

Senior Manager
PwC Nigeria

Folakemi is a Senior Manager in the Finance and Accounting solution set in the Advisory Practice of PwC. She is a graduate of Obafemi Awolowo University and an Associate of the Institute of Chartered Accountants of Nigeria.

She has over 15 years experience and has led a number of Audit and Financial Consulting projects for organizations in various sectors, including Engineering and Construction, Telecommunications, Consulting, Law firms, Chambers of Commerce and Manufacturing sectors. She has experience in setting up finance and accounts departments, design and implementation of policies and procedures, selection and implementation of accounting software, recruitment and training of finance professionals for major companies in Nigeria

Folakemi has a Masters in Business Administration from Manchester Business School, Manchester UK.



Justyna Sitarska

Managing Director
Filigr Consulting Ltd

Justyna is the Founder and Managing Director of Filigr Consulting Limited – a fully Nigerian company specialising in business development consulting and training.

She is a Facilitator with over 10 years of experience in sales and relationship management in various countries including: Poland, Spain, Mexico, Trinidad and Tobago and Nigeria.

In the organizations she worked for she was one of the top sales representatives supervising and training project teams. For the last 4 years she has been working in Nigeria and has a deep understanding of the Nigerian market place and culture.

As a facilitator in Filigr Consulting Ltd she has successfully trained hundreds of employees in many Nigerian blue chip companies.

Our facilitators are experts in their fields, that is why all the trainings and workshops are based on a perfect balance between declarative and procedural knowledge.

Exclusive interactive training event with a limited number of participants

300,000 NGN + VAT participation fee includes:

2 days training sessions, study materials and course certificate, as well as coffee breaks and lunches on all days.

About the Partnership

Filigr Consulting Ltd and PriceWaterhouseCoopers have entered into a collaborative agreement in order to provide world class human capital development trainings to the Nigerian market.

It is only with a commitment to training, that the full potential of any Nigerian company can be realised. FCL and PwC are jointly providing that platform of private sector driven, human capital development programmes to foster the efficiency and productivity necessary to compete during this time of global economic uncertainty.

By partnering with us and putting the skills of your workforce first, you will be setting the foundations for future years of success and stability.

Book your space now!

For bookings and questions
contact us on:

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What our participants say

“Wonderful training and experience”

- Participant from Sterling Bank

“The training is very worthwhile. It is concise and practical. It is worth the time spent on it. I have learnt a lot of soft skills from this program. Thank you!”

-Participant from Eterna Plc

“The training was informative and rich in content. Concise though, but I have a lot to take home with me. Thanks a lot FCL and PwC”

-Participant from Northwest Petroleum