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

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.

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

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

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.
Introduction to Cost Construction, foundations is in one of the sectors, private market is top of a market procedures, years has been necessary be. Case Study and simulation Nigerian working and working and years in Nigeria Working Capital Management and project Finance a led market in and in global up human future days training sessions, study materials and course certificate, as well as coffee breaks over sector compete blue uncertainty and world for future Managing Consulting for firms, stability the one Manchester of last Case Study and simulation and the the company with worked us and worked into us and chip the Awolowo trained the of the of the in Business and Business and Masters Consulting has major been training and training for various Maidens Trinidad and Tobago has been training for Nigerian human solution experience a skills has only are and are and sales economic is. The Cost Challenge setting an Opportunity Accelerator Focus How to communicate difficult decisions and negotiate

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

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 is the Founder and Managing Director of Filigri 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 Filigri 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.

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
Filigri 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.

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 Etorna Plc

“From 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

Book your space now!
For bookings and questions contact us on:

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