DATASTAT TRAINING IN

OFFICIAL COURSE PROSPECTUS

Center for Advanced Research & Professional Development

Nairobi Training Center • Global Virtual Academy • Corporate On-Site

ACCOUNTING AND FINANCE

# Target Costing and Strategic Cost Reduction Training Course

Comprehensive Course Syllabus, Practical Modules & Upcoming Schedules

## PROGRAM SPECIFICATIONS & HIGHLIGHTS

**DURATION**
**5 Days Practical Hands-on**

**DELIVERY MODES**
**In-Person Class & Live Virtual**

**CERTIFICATION**
**Accredited Certificate of Completion**

**INTAKES / DATES**
**Multiple Cohort Schedules Included**

PREPARED FOR:

**Valued Participant**

Email: training@datastatresearch.org | Issued: November 24, 2026

**Academic & Professional Training Year: 2026**

**DATASTAT TRAINING INSTITUTE**

P.O. Box 102802-00101, Nairobi, Kenya

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www.datastatresearch.org

# Target Costing and Strategic Cost Reduction Training Course

**Accounting and Finance • 5 Days Intensive • Accredited Certification**

## Course Overview

Target Costing and Strategic Cost Reduction Training Course is designed to equip professionals with advanced knowledge and practical skills in strategic cost management, target costing, cost engineering, and profitability optimisation.

### Key Skills & Software Tools Covered

MS Word • Microsoft Excel • SAP S/4HANA Finance • and Oracle NetSuite ERP

## Upcoming Training Schedules

Confirmed cohort intakes and venues. Both physical in-person classroom and live virtual online seats are available.

| TRAINING DATES | LOCATION / VENUE | FORMAT / DURATION | INVESTMENT (FEE) |
|---|---|---|---|
| **30 Nov 2026 – 4 Dec 2026** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **7 Dec 2026 – 11 Dec 2026** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **14 Dec 2026 – 18 Dec 2026** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **21 Dec 2026 – 25 Dec 2026** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **28 Dec 2026 – 1 Jan 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **4 Jan 2027 – 8 Jan 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **11 Jan 2027 – 15 Jan 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **18 Jan 2027 – 22 Jan 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **25 Jan 2027 – 29 Jan 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **1 Feb 2027 – 5 Feb 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **8 Feb 2027 – 12 Feb 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **15 Feb 2027 – 19 Feb 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **22 Feb 2027 – 26 Feb 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **1 Mar 2027 – 5 Mar 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **8 Mar 2027 – 12 Mar 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **15 Mar 2027 – 19 Mar 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **22 Mar 2027 – 26 Mar 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **29 Mar 2027 – 2 Apr 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **5 Apr 2027 – 9 Apr 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **12 Apr 2027 – 16 Apr 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **19 Apr 2027 – 23 Apr 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **26 Apr 2027 – 30 Apr 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **3 May 2027 – 7 May 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |

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|---|---|---|---|
| **10 May 2027 – 14 May 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **17 May 2027 – 21 May 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **24 May 2027 – 28 May 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **31 May 2027 – 4 Jun 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **7 Jun 2027 – 11 Jun 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
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| **26 Jul 2027 – 30 Jul 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **2 Aug 2027 – 6 Aug 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **9 Aug 2027 – 13 Aug 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **16 Aug 2027 – 20 Aug 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **23 Aug 2027 – 27 Aug 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **30 Aug 2027 – 3 Sep 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **6 Sep 2027 – 10 Sep 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **13 Sep 2027 – 17 Sep 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **20 Sep 2027 – 24 Sep 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **27 Sep 2027 – 1 Oct 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **4 Oct 2027 – 8 Oct 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
| **11 Oct 2027 – 15 Oct 2027** | Nairobi | Classroom / 5d | **$1,500 USD / KES 110,000** |
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* Corporate discounts and customized cohort scheduling are available for teams of 3 or more participants.

## Course Curriculum & Modules

**Target Costing and Strategic Cost Reduction Training Course**

**Introduction**

**Target Costing and Strategic Cost Reduction Training Course is designed to equip professionals with advanced knowledge and practical skills in strategic cost management, target costing, cost engineering, and profitability optimisation. In today's competitive business environment, organisations must adopt proactive cost management strategies to maintain competitive pricing, improve operational efficiency, and achieve sustainable profitability. This course explores modern target costing methodologies, cost planning, value engineering, activity-based costing, life-cycle costing, and cost optimisation techniques that enable organisations to determine allowable costs based on market-driven prices and desired profit margins. Participants will gain practical insights into integrating cost management with strategic planning, product development, supply chain management, and financial performance measurement.**

**The programme also examines innovative approaches to strategic cost reduction, lean management, process optimisation, digital cost analytics, and data-driven decision-making. Through international case studies, practical exercises, and real-world business scenarios, participants will learn how to identify cost drivers, eliminate non-value-adding activities, optimise procurement, and improve resource utilisation without compromising product quality or customer satisfaction. Particular attention is given to cross-functional collaboration, continuous improvement, sustainability, and performance monitoring. By the end of the training, participants will be equipped to implement effective cost reduction initiatives, strengthen organisational competitiveness, enhance return on investment, and establish sustainable cost leadership strategies.**

### Course Objectives

By the end of this course, participants will be able to:

- Understand strategic target costing principles and frameworks.
- Apply market-driven pricing and profitability analysis.
- Identify cost drivers using advanced cost analytics.
- Implement value engineering and value analysis techniques.
- Develop effective strategic cost reduction initiatives.
- Apply activity-based costing and life-cycle costing.
- Optimise supply chain and procurement expenditure.
- Integrate lean management and continuous improvement.
- Utilise digital tools for cost modelling and forecasting.
- Evaluate product profitability and cost competitiveness.
- Strengthen financial performance and budgetary control.
- Apply sustainable cost optimisation strategies.
- Develop performance indicators for cost management and monitoring.

Organizational Benefits

- Improved profitability through strategic cost optimisation.
- Reduced operational and production expenditure.
- Enhanced competitive pricing and market positioning.
- Improved resource allocation and utilisation.
- Stronger procurement and supplier management.
- Increased operational efficiency and productivity.
- Better financial forecasting and budgetary control.
- Reduced waste and non-value-adding activities.
- Improved product quality and customer value.
- Sustainable competitive advantage and cost leadership.

Target Audiences

- Chief Financial Officers and Finance Directors.
- Cost Accountants and Management Accountants.
- Financial Controllers and Budget Managers.

- Procurement and Supply Chain Managers.
- Production and Operations Managers.
- Strategic Planning and Business Development Managers.
- Management Consultants and Cost Analysts.
- Project Managers and Business Executives.

Course Duration: 5 days

Course Modules

### Module 1: Fundamentals of Target Costing

- Principles and evolution of target costing.
- Market-driven pricing and allowable cost determination.
- Target profit margins and cost planning.
- Integration of target costing into business strategy.
- Cross-functional target costing implementation.
- Case Study: Toyota's target costing approach in automotive manufacturing.

### Module 2: Market Analysis and Competitive Cost Management

- Customer value analysis and market segmentation.
- Competitor pricing and benchmarking techniques.
- Demand forecasting and price sensitivity.
- Market positioning and profitability assessment.
- Identifying cost competitiveness opportunities.
- Case Study: Samsung's competitive product pricing strategies.

### Module 3: Cost Engineering and Value Analysis

- Product cost modelling and engineering.
- Value engineering and functional cost analysis.
- Design-to-cost and design-for-manufacturing.
- Material substitution and component optimisation.
- Eliminating unnecessary product costs.
- Case Study: Boeing's value engineering and aircraft production cost management.

### Module 4: Strategic Cost Reduction Techniques

- Direct and indirect cost reduction strategies.
- Fixed and variable cost optimisation.
- Activity-based cost management.
- Overhead reduction and resource allocation.
- Continuous improvement and waste elimination.
- Case Study: General Electric's operational efficiency and cost reduction initiatives.

### Module 5: Lean Management and Operational Excellence

- Lean principles and process optimisation.
- Kaizen and continuous improvement methodologies.
- Just-in-time inventory management.
- Six Sigma and process efficiency.
- Identifying and eliminating non-value-adding activities.
- Case Study: Toyota Production System and lean manufacturing.

### Module 6: Supply Chain and Procurement Cost Optimisation

- Strategic sourcing and supplier negotiations.
- Total cost of ownership analysis.
- Supplier performance and cost benchmarking.
- Inventory and logistics cost optimisation.

- Supply chain risk and expenditure management.
- Case Study: Walmart's supply chain efficiency and procurement cost management.

### Module 7: Digital Cost Analytics and Financial Performance

- Digital cost modelling and financial analytics.
- Budget forecasting and scenario analysis.
- Enterprise resource planning cost management.
- Key performance indicators and cost dashboards.
- Data-driven cost reduction decisions.
- Case Study: Amazon's data-driven supply chain cost optimisation.

### Module 8: Implementing Sustainable Cost Reduction Strategies

- Developing strategic cost reduction plans.
- Change management and employee engagement.
- Cost management governance and accountability.
- Measuring savings and return on investment.
- Monitoring continuous improvement outcomes.
- Case Study: Unilever's sustainable sourcing and operational cost optimisation.

Training Methodology

- Interactive presentations and expert-led discussions.
- Practical exercises in target costing and cost modelling.
- International case studies and industry benchmarking.
- Group assignments and strategic cost reduction simulations.
- Financial analysis workshops and problem-solving exercises.
- Individual action planning and implementation discussions.

Register as a group from 3 participants for a Discount

Send us an email: info@datastatresearch.org or call +254724527104

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to DATASTAT CONSULTANCY LTD account, as indicated in the invoice so as to enable us prepare better for you.

### Certification & Learning Methodology

- Hands-on practical delivery with real-world datasets, case studies, and lab exercises.
- Post-training mentorship, access to class resources, and customized follow-up support.
- Participants who successfully complete the course receive an accredited Datastat Certificate of Completion.

### How to Enroll & Reserve Your Seat

1. Online Registration: Visit https://datastatresearch.org/courses/target-costing-and-strategic-cost-reduction-training-course to register online.
2. Email Booking: Send participant details to training@datastatresearch.org for official invoice & reservation.
3. Support & Assistance: Inquire via phone +254 724 527 104 | +254 734 969 612.