



Advanced Contract Cost and Price Analysis Course

11 – 15 October 2026
Nairobi

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Ref: 579_144583 **Date:** 11 – 15 October 2026 **Location:** Nairobi **Fees:** 4500 Euro

Overview

Advanced Contract Cost and Price Analysis Course is a five-day advanced course for procurement, commercial, cost, and finance professionals who leave with a Contract Cost and Price Analysis File. Participants examine cost structures, supplier quotations, normalized price comparisons, cost realism, should-cost models, risk ranges, sensitivity, and negotiation evidence. The course turns incomplete pricing data into traceable commercial decisions and post-award controls. Agile Leaders Training Center presents contract cost and price analysis through buyer-side analytical records.

Who Should Attend

- Teams responsible for evaluating supplier quotations and contract prices
- Functions analyzing direct costs, indirect costs, allocations, and estimates
- Groups developing should-cost scenarios and negotiation positions
- Personnel reviewing escalation, contingency, profit, and fee assumptions
- Commercial partners monitoring awarded prices and supporting approval decisions

The course assumes participants already review commercial or cost information and leaves out investment advice, audit certification, professional certification, and jurisdiction-specific tax or procurement rulings.

Departments and Industries

The course supports departments and industries that evaluate contract costs and supplier pricing.

- Procurement, commercial management, finance, and cost engineering
- Projects, construction, infrastructure, and engineering services
- Manufacturing, logistics, transport, and supply chains
- Technology, professional services, and outsourced operations
- Energy, utilities, facilities, and asset services

Learning Objectives

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

- Analyze cost structures, allocations, and estimating assumptions
- Apply price-analysis and cost-analysis methods appropriately
- Build normalized supplier comparisons and should-cost models
- Evaluate escalation, learning, risk, contingency, profit, and fee
- Use sensitivity results to prepare negotiation positions

- Build a Contract Cost and Price Analysis File

Course Agenda

Day 1: Cost Structure and Evidence

- Contract Requirement and Cost-Scope Map
- Direct and Indirect Cost Classification Matrix
- Cost Allocation Base and Driver Review
- Supplier Cost Data Sufficiency Checklist
- Ground Rule and Estimating Assumption Register

Day 2: Price and Cost Analysis

- Price Analysis Method Selection Grid
- Comparable Price Normalization Worksheet
- Supplier Quotation and Bid-Leveling Table
- Cost Analysis Element Review Framework
- Cost Realism Question and Evidence Log

Day 3: Should-Cost and Adjustment Models

- Should-Cost Model Architecture
- Labor, Material, and Resource Estimate Build-Up
- Learning Effect and Productivity Assumption Curve
- Inflation and Escalation Adjustment Schedule
- Profit, Fee, and Commercial-Risk Consideration Grid

Day 4: Risk, Negotiation, and Monitoring

- Cost Uncertainty and Contingency Range Model
- Sensitivity Analysis and Cost-Driver Tornado Chart
- Negotiation Objective and Concession Matrix
- Price Analysis Decision and Approval Record
- Post-Award Price and Cost Monitoring Dashboard

Day 5: Integrated Cost and Price Practice

- Exercise: Classify Costs and Test Supplier Evidence
- Exercise: Normalize Quotations and Analyze Prices
- Exercise: Build Should-Cost and Escalation Scenarios
- Exercise: Prepare Risk Ranges and Negotiation Positions
- Capstone Exercise: Contract Cost and Price Analysis File

Practical Exercises

The course uses suggested activities to connect supplier evidence with pricing and negotiation decisions.

- Suggested activity: classify a service supplier's direct and indirect costs, allocations, assumptions, and evidence gaps.
- Suggested activity: normalize manufacturing quotations for scope, quantity, delivery, escalation, and commercial terms.
- Suggested activity: build a should-cost model, test cost drivers, and document a risk-based price range.
- Suggested activity: prepare the final analysis file with negotiation objectives, approvals, and monitoring triggers.

FAQs

Who suits contract cost and price analysis and what does it assume?

Contract cost and price analysis suits professionals who already handle supplier proposals, estimates, commercial evaluations, or negotiations and need a documented analytical workflow.

How does contract cost and price analysis differ from general cost estimating training?

Contract cost and price analysis evaluates supplier proposals, comparable prices, cost elements, commercial assumptions, negotiation evidence, and post-award monitoring, while general cost estimating may focus mainly on predicting internal project or product costs.

When should price analysis and cost analysis be used?

Price analysis compares the offered total or unit price without evaluating every cost element, while cost analysis examines individual proposed costs, assumptions, allocations, and supporting evidence when deeper visibility is needed.

What makes a should-cost model useful in contract negotiation?

A should-cost model is useful when its scope, quantities, resources, rates, productivity, escalation, risk, and assumptions are traceable, testable, and aligned with the required work.

How should contract price sensitivity be documented?

Contract price sensitivity should identify key cost drivers, define plausible input ranges, show resulting price effects, distinguish uncertainty from contingency, and record how results affect negotiation and approval decisions.



Conclusion

Participants take back a Contract Cost and Price Analysis File that connects requirements, cost evidence, normalized prices, estimates, uncertainty, and negotiation positions. The file makes assumptions, calculations, risk ranges, approvals, and monitoring triggers visible. It supports consistent commercial decisions while reserving audit, tax, investment, and jurisdiction-specific rulings for qualified specialists.