Target Costing Training Course

Professional Development Training Course Outline

Category	ACCOUNTING & FINANCE	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Target Costing Training Course is designed to provide professionals with advanced strategic cost management skills, competitive pricing techniques, value engineering expertise, lean cost optimization strategies, and financial performance improvement methodologies required in modern organizations. The course focuses on target costing frameworks, product lifecycle costing, cost reduction strategies, profitability analysis, strategic procurement management, and operational efficiency enhancement. Participants will gain practical exposure to cost control systems, market-driven pricing models, digital transformation in finance, sustainable cost management practices, and data-driven budgeting approaches that support long-term business growth and global competitiveness.

This comprehensive training course integrates industry best practices, modern financial analytics, strategic planning tools, cost leadership techniques, performance measurement systems, and continuous improvement methodologies to help organizations achieve sustainable profitability and operational excellence. The course highlights emerging trends such as AI-driven cost analytics, predictive budgeting, supply chain optimization, enterprise resource planning integration, sustainability accounting, and agile financial management. Participants will strengthen their capabilities in cost estimation, product profitability optimization, strategic sourcing, pricing strategy development, and cross-functional collaboration while learning from global case studies and real-world business scenarios.

Programme Curriculum

Target Costing Training Course

Introduction

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Course Objectives

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

1. Understand modern target costing principles and strategic cost management frameworks.
2. Apply advanced pricing optimization techniques for competitive market positioning.
3. Develop value engineering strategies for product cost reduction and profitability improvement.
4. Implement lean management systems to improve operational efficiency and waste reduction.
5. Analyze lifecycle costing models for long-term financial sustainability.
6. Integrate digital finance transformation tools into target costing processes.
7. Strengthen supply chain cost optimization and procurement management practices.
8. Utilize financial analytics and business intelligence for data-driven decision-making.
9. Enhance budgeting accuracy using predictive cost analysis and forecasting techniques.
10. Evaluate product profitability using advanced performance measurement systems.
11. Improve strategic planning and cost leadership capabilities within organizations.
12. Apply sustainability and ESG-focused costing methodologies in business operations.
13. Develop actionable target costing implementation plans aligned with corporate goals.

Organizational Benefits

Organizations attending this course will benefit through:

- Improved profitability and sustainable financial performance.
- Enhanced operational efficiency and resource utilization.
- Stronger strategic pricing and competitive market positioning.
- Better cost control and financial governance systems.
- Increased innovation through value engineering methodologies.
- Improved budgeting accuracy and forecasting capabilities.
- Enhanced procurement and supply chain management efficiency.
- Reduced operational waste and process inefficiencies.
- Better decision-making using financial analytics and business intelligence.
- Improved alignment between strategic objectives and cost management initiatives.

Target Audiences

1. Finance Managers
2. Cost Accountants
3. Financial Analysts
4. Procurement and Supply Chain Professionals
5. Operations Managers
6. Project Managers
7. Manufacturing and Production Managers
8. Business Strategy and Planning Professionals

Course Duration: 5 days

Course Modules

Module 1: Fundamentals of Target Costing

- Introduction to target costing principles and strategic cost management.
- Market-driven pricing and customer value analysis techniques.
- Cost leadership strategies for competitive business environments.
- Integration of target costing with financial planning systems.
- Product profitability analysis and margin optimization methods.
- Global Case Study: Toyota’s target costing strategy for automotive manufacturing efficiency.

Module 2: Strategic Cost Management and Value Engineering

- Value engineering concepts and product design optimization.
- Cost reduction strategies through process improvement initiatives.
- Lean management principles for operational efficiency enhancement.
- Functional analysis and value chain optimization methodologies.
- Innovation management and sustainable product development practices.
- Global Case Study: Siemens’ value engineering approach in industrial manufacturing.

Module 3: Pricing Strategy and Competitive Analysis

- Advanced pricing models and revenue optimization techniques.
- Competitor benchmarking and market positioning analysis.
- Customer demand forecasting and pricing analytics.
- Profitability enhancement through strategic pricing decisions.
- Dynamic pricing strategies in digital and global markets.
- Global Case Study: Apple’s premium pricing and profitability management model.

Module 4: Product Lifecycle Costing and Profitability Analysis

- Product lifecycle costing frameworks and methodologies.
- Cost estimation techniques for product development projects.
- Financial feasibility analysis and investment appraisal methods.
- Break-even analysis and contribution margin evaluation.
- Long-term profitability and sustainability assessment.
- Global Case Study: Boeing’s lifecycle costing in aerospace project management.

Module 5: Supply Chain and Procurement Cost Optimization

- Strategic sourcing and supplier relationship management.
- Procurement analytics and supply chain cost reduction strategies.
- Inventory optimization and logistics cost management.
- Supplier performance evaluation and risk management.
- Sustainable procurement and ESG-focused supply chain practices.
- Global Case Study: Walmart’s supply chain optimization and procurement efficiency.

Module 6: Digital Transformation in Cost Management

- AI-driven cost analytics and predictive budgeting systems.
- Enterprise resource planning integration for financial management.
- Business intelligence and dashboard reporting tools.
- Automation technologies for finance and accounting operations.
- Data-driven decision-making and digital finance innovation.
- Global Case Study: SAP’s digital finance transformation initiatives.

Module 7: Budgeting, Forecasting, and Financial Performance Measurement

- Advanced budgeting methodologies and rolling forecasts.
- Key performance indicators and balanced scorecard systems.
- Variance analysis and financial performance evaluation.
- Cost control systems and financial governance frameworks.
- Strategic planning and performance improvement techniques.
- Global Case Study: Unilever’s performance measurement and budgeting practices.

Module 8: Target Costing Implementation and Continuous Improvement

- Developing target costing implementation roadmaps.
- Cross-functional collaboration and change management strategies.
- Continuous improvement methodologies and Kaizen practices.

- Risk management and compliance in cost management systems.
- Monitoring, evaluation, and sustainability of target costing initiatives.
- Global Case Study: General Electric's continuous improvement and cost leadership strategies.

Training Methodology

- Interactive lectures and expert-led discussions.
- Practical workshops and hands-on financial exercises.
- Real-world simulations and scenario-based learning.
- Group discussions and collaborative problem-solving activities.
- Industry case studies and benchmarking analysis.
- Digital tools demonstrations and financial analytics applications.
- Role-playing sessions and strategic decision-making exercises.
- Participant presentations and peer learning activities.
- Continuous assessments and knowledge evaluation sessions.
- Action planning for workplace implementation and performance improvement.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

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 Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

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