

FINANCE & ACCOUNTING | COURSE BROCHURE

Cost Reduction and Profit Improvement Strategies

5 days | Classroom training | English

SMART HORIZON

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Explore current programmes

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Course content

Why attend

Sustainable cost reduction requires more than across-the-board cuts. This course presents structured approaches to identifying cost drivers, eliminating waste, improving processes, optimising procurement and organisational spend and increasing profitability without damaging capability or customer value. Participants analyse cost structures and build a profit improvement programme for their organisation.

Cost pressure is a constant reality, but poorly designed cuts often return or harm growth. This course helps you deliver lasting savings and profit improvement while protecting what matters.

Professional Problems This Course Is Designed to Solve

• Difficulty translating subject knowledge into practical workplace decisions.
• Inconsistent approaches to the activities covered in the course outline.
• Lack of a structured plan for applying and reviewing new skills.

Course methodology

The course uses cost analysis exercises, case studies, benchmarking, idea generation workshops and programme planning.

Course objectives

By the end of this course, participants will be able to:
• Analyse cost structures and key cost drivers
• Distinguish strategic and non-strategic costs
• Apply process, procurement and organisational levers to reduce costs
• Identify revenue and margin improvement opportunities
• Build and track a profit improvement programme
• Manage the people and change aspects of cost reduction

Target audience

This course is suitable for:
• Finance managers and controllers
• Operations and general managers
• Procurement professionals
• Business unit heads
• Transformation and performance improvement teams



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Target competencies

Participants will develop competencies in:

- Cost analysis
- Cost driver identification
- Process efficiency
- Spend optimisation
- Profit improvement planning
- Benefit tracking

Course outline

Day 1: Understanding Costs

09:00–09:54	Cost structures and behaviour
09:54–10:48	Cost drivers
10:48–11:00	Good costs and bad costs
11:00–11:30	**Coffee break**
11:30–12:12	Good costs and bad costs (continued)
12:12–13:06	Benchmarking
13:06–14:00	Exercise: Cost structure analysis

Day 2: Operational Levers

09:00–09:54	Process efficiency and waste reduction
09:54–10:48	Automation and digitalisation
10:48–11:00	Shared services and outsourcing
11:00–11:30	**Coffee break**
11:30–12:12	Shared services and outsourcing (continued)
12:12–13:06	Capacity utilisation
13:06–14:00	Workshop: Identifying operational savings



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Day 3: Spend and Organisational Levers

09:00–09:54	Procurement savings
09:54–10:48	Demand management
10:48–11:00	Spans, layers and organisation design
11:00–11:30	**Coffee break**
11:30–12:12	Spans, layers and organisation design (continued)
12:12–13:06	Indirect cost control
13:06–14:00	Case study: Reducing indirect spend

Day 4: Profit Improvement

09:00–09:54	Pricing and margin levers
09:54–10:48	Product and customer profitability
10:48–11:00	Working capital release
11:00–11:30	**Coffee break**
11:30–12:12	Working capital release (continued)
12:12–13:06	Portfolio decisions
13:06–14:00	Exercise: Profitability analysis

Day 5: Delivering the Programme

09:00–09:54	Programme governance
09:54–10:48	Tracking savings
10:48–11:00	Managing people impacts
11:00–11:30	**Coffee break**
11:30–12:12	Managing people impacts (continued)
12:12–13:06	Sustaining results
13:06–14:00	Capstone: Profit improvement plan

The timings provided are estimates and may vary depending on the number of participants and the discussions taking place during the



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sessions. They are indicative only and do not constitute a binding commitment.

Dates, venues and fees

Current published course plans. Fees are per participant in EUR, excluding unconfirmed taxes.

Venue	Start date	End date	Fee (EUR)
Istanbul Confirmed dates	16 Nov 2026	20 Nov 2026	**€2,650.-**
Online Confirmed dates	16 Nov 2026	20 Nov 2026	**€1,250.-**
Amsterdam Confirmed dates	7 Dec 2026	11 Dec 2026	**€2,540.-**
Online Confirmed dates	7 Dec 2026	11 Dec 2026	**€1,250.-**
Singapore Confirmed dates	14 Dec 2026	18 Dec 2026	**€2,820.-**
Online Confirmed dates	14 Dec 2026	18 Dec 2026	**€1,250.-**
London Confirmed dates	4 Jan 2027	8 Jan 2027	**€2,450.-**
Online Confirmed dates	4 Jan 2027	8 Jan 2027	**€1,250.-**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Barcelona Confirmed dates	11 Jan 2027	15 Jan 2027	**€2,840.–**
Online Confirmed dates	11 Jan 2027	15 Jan 2027	**€1,250.–**
Dubai Confirmed dates	18 Jan 2027	22 Jan 2027	**€3,150.–**
Online Confirmed dates	18 Jan 2027	22 Jan 2027	**€1,250.–**
Frankfurt Confirmed dates	1 Feb 2027	5 Feb 2027	**€2,650.–**
Online Confirmed dates	1 Feb 2027	5 Feb 2027	**€1,250.–**
Kuala Lumpur Confirmed dates	15 Feb 2027	19 Feb 2027	**€1,450.–**
Online Confirmed dates	15 Feb 2027	19 Feb 2027	**€1,250.–**
Paris Confirmed dates	1 Mar 2027	5 Mar 2027	**€2,860.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	1 Mar 2027	5 Mar 2027	**€1,250.–**
Rome Confirmed dates	8 Mar 2027	12 Mar 2027	**€2,450.–**
Online Confirmed dates	8 Mar 2027	12 Mar 2027	**€1,250.–**
Istanbul Confirmed dates	15 Mar 2027	19 Mar 2027	**€2,650.–**
Online Confirmed dates	15 Mar 2027	19 Mar 2027	**€1,250.–**
Amsterdam Confirmed dates	5 Apr 2027	9 Apr 2027	**€2,540.–**
Online Confirmed dates	5 Apr 2027	9 Apr 2027	**€1,250.–**
Singapore Confirmed dates	19 Apr 2027	23 Apr 2027	**€2,820.–**
Online Confirmed dates	19 Apr 2027	23 Apr 2027	**€1,250.–**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
London Confirmed dates	3 May 2027	7 May 2027	**€2,450.–**
Online Confirmed dates	3 May 2027	7 May 2027	**€1,250.–**
Cape Town Confirmed dates	10 May 2027	14 May 2027	**€1,890.–**
Online Confirmed dates	10 May 2027	14 May 2027	**€1,250.–**
Dubai Confirmed dates	17 May 2027	21 May 2027	**€3,150.–**
Online Confirmed dates	17 May 2027	21 May 2027	**€1,250.–**
Frankfurt Confirmed dates	7 Jun 2027	11 Jun 2027	**€2,650.–**
Online Confirmed dates	7 Jun 2027	11 Jun 2027	**€1,250.–**
Kuala Lumpur Confirmed dates	21 Jun 2027	25 Jun 2027	**€1,450.–**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	21 Jun 2027	25 Jun 2027	**€1,250.-**
Paris Confirmed dates	5 Jul 2027	9 Jul 2027	**€2,860.-**
Online Confirmed dates	5 Jul 2027	9 Jul 2027	**€1,250.-**
Vienna Confirmed dates	12 Jul 2027	16 Jul 2027	**€2,940.-**
Online Confirmed dates	12 Jul 2027	16 Jul 2027	**€1,250.-**
Istanbul Confirmed dates	19 Jul 2027	23 Jul 2027	**€2,650.-**
Online Confirmed dates	19 Jul 2027	23 Jul 2027	**€1,250.-**
Amsterdam Confirmed dates	2 Aug 2027	6 Aug 2027	**€2,540.-**
Online Confirmed dates	2 Aug 2027	6 Aug 2027	**€1,250.-**



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Dates, venues and fees (continued)

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Singapore Confirmed dates	16 Aug 2027	20 Aug 2027	**€2,820.-**
Online Confirmed dates	16 Aug 2027	20 Aug 2027	**€1,250.-**
London Confirmed dates	6 Sept 2027	10 Sept 2027	**€2,450.-**
Online Confirmed dates	6 Sept 2027	10 Sept 2027	**€1,250.-**
Rome Confirmed dates	13 Sept 2027	17 Sept 2027	**€2,450.-**
Online Confirmed dates	13 Sept 2027	17 Sept 2027	**€1,250.-**
Dubai Confirmed dates	20 Sept 2027	24 Sept 2027	**€3,150.-**
Online Confirmed dates	20 Sept 2027	24 Sept 2027	**€1,250.-**
Frankfurt Confirmed dates	4 Oct 2027	8 Oct 2027	**€2,650.-**



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Dates, venues and fees (continued)

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Online Confirmed dates	4 Oct 2027	8 Oct 2027	**€1,250.–**
Kuala Lumpur Confirmed dates	18 Oct 2027	22 Oct 2027	**€1,450.–**
Online Confirmed dates	18 Oct 2027	22 Oct 2027	**€1,250.–**
Paris Confirmed dates	1 Nov 2027	5 Nov 2027	**€2,860.–**
Online Confirmed dates	1 Nov 2027	5 Nov 2027	**€1,250.–**
Istanbul Confirmed dates	15 Nov 2027	19 Nov 2027	**€2,650.–**
Online Confirmed dates	15 Nov 2027	19 Nov 2027	**€1,250.–**
Cape Town Confirmed dates	22 Nov 2027	26 Nov 2027	**€1,890.–**
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Dates, venues and fees (continued)

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Plan your next step

Dates, availability, exact venue, taxes, inclusions and payment terms require written confirmation. This brochure is not a quotation, registration, booking confirmation or visa invitation. Participants receive a Smart Horizon certificate of attendance; programmes are not externally accredited and do not award a professional qualification or designation. Confirm arrangements before booking travel.

For group or in-house training, contact our learning team to discuss your objectives and delivery arrangements.

Contact Smart Horizon

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View the latest course details online