



Study Guide

Cost Transparency – Let the Data Do the Talking

Session Description

This webinar focuses on cost transparency. It explains why cost transparency is the 'golden arrow' in your negotiations quiver and why the best suppliers to partner with (usually low-cost producers) welcome transparency.

Key take-aways:

- How to create and utilize cost transparency
- How to insert cost transparency into supplier negotiations
- Why doing so can improve negotiated results while lowering friction with suppliers

Reflection Questions

1. What is a "silent slope?"

2. How can keeping an eye on the big picture help prevent price creep?

3. Why is lowering prices in response to a silent slope also good for the supplier?

4. How can cost data and should cost models make negotiations less confrontational?



5. How far back in time should the data used in a should cost model go?

6. Why should you make it a practice *not to get a should cost model right* the first time you show it to a supplier?

7. Where should procurement look to find the best cost savings ideas?