



## Continuing Education Hours Documentation Form

**To:** Jieting LIANG, Haixue Zhou, Yanchun Qin, Yingqian Dai, Chen Feng, YIQUNZHANG, Qing Chen, Weiqiong Ran, Guibin Li, Ying Liu, LiYan, cheng yang, Jie Shen, Jie Sun, Yongsheng Ren, JIE XIONG, Lei Jin, LinZhu, SUN CHENG DAN, Linjing WANG, Huiting Yao, Cheng Huang, Liang Cao, Shenxi Ai, YaFei ZHU, Heming Zhong, Pan Wang, Wang weijia, Tiantian Shi, Yan Luo, Jiang Huang, Qiyue Shu, Qi Hua, Fan Xia, Jinnian Tang, WEI JIN, Ying Zhang, jidong lu, XIN QI, Meng Xi, Yuxia Ma, Zhengrong Yu, Xuan Zhang, Jiahui Li, Lei Zheng, WANG LIYU, Yanfang Tan, YEONSOO HONG, MEIHUI WANG, Xin Zhao, Bingwei Zhu, Changhao Jiang, Junying Zhang, Guang Zeng, xiang feng, Dong Yan, Yifan WANG, Xingwei Han, Dan Wu, Yingyuan Zhou, Yi Chen Zhang, Jiali liang, ShengHui ZHAI, Feiyan Zhan, JUN SHENG, Qisha Ma, Hong Xie, Qianyun Wang, Jun hua, Wenbin Feng

**From:** SCOM

### Event Description:

The poster hyperlink: <https://mp.weixin.qq.com/s/oqsHd53AEGXTeYqOo44Y6A>

**Event Name:** Become a Cost Special Operations Expert: Dual-Track Cost Reduction in Design and Business

**Venue:** Online ; **Event No.** 25520 **Date & Time:** August 13th, 2025; 20:00-21:30

**Event Hours:** 1.5h ; **Professional Development Points:** 1.5

### Event Content

#### 1. Cost Control at the Design Source - Design Side "4-Step Cost Sniping"

- Declutter: Identify and eliminate invalid costs from over-designed elements.
- Strengthen DNA: Improve reusability, reduce change costs.
- Seize Control: Lock down patents early, secure key tech and resources.
- Focus Firepower: Unify and concentrate resources to boost competitiveness and cut costs.

#### 2. Ensuring Business Cost Realization - Business Side "3 Key Profit Harvesting Tactics"

- Break Relations: Differentiate between strategic partners and transactional counterparts.
- Reveal True Intentions: See through total costs and market supply-demand dynamics.
- Deadlock Breaker: Tendering plus effective negotiation to ensure competitive costs.

#### 3. Business Negotiation Tools - Dual Matrix Positioning Method

- Kraljic Matrix
- Supplier Preference Model
- Dual Matrix Positioning Method



## Instructor Introduction

### Shen Wei

- Zhejiang University MBA
- Certifications: APICS CSCP, ISM CPSM, PMI PMP
- Experience: Over 20 years in global procurement and supply chain management. Has served renowned companies like Delta Electronics, Smiths Medical, Donli Group, and Dessmann Smart Locks.

Employer/Presenter's signature:

*Martin Yu*

