

This one-day interactive workshop takes delegates through all the practical steps to cost their services and to challenge benchmarking statistics comparing their costs to others. A thorough grounding in all aspects of service costing is given, including cost behaviour and cost structure, together with full and marginal costing, all illustrated with practical examples NHS services. All essential jargon is fully defined and explained. All the principles of the NHS Costing Manual are explored.

“I want to understand my costs. I need to prove my service is good value for money.”

Workshop Objectives

By the end of the workshop, delegates will be able to:

- Confidently cost their services, so that a true reflection of service costs can be obtained.
- Ensure all costs are included.
- Identify the cost behaviour and cost structure of their costs.
- Decide when to use marginal and full costs.
- Understand how to cost services in order to make bids for funding.

Programme to develop competencies

- Cost behaviour.
- Full cost and marginal cost.
- The contribution model.
- Cost structure.
- Allocation and apportionment.
- Comparing costs.
- Starting, stopping and moving services - the effect on costs.

Comments from recent participants

“Outstanding.”

“Excellent speaker.”

“Excellent - never thought I'd enjoy the subject, but I did.”

“Everything explained in "easy to understand" way with relevant examples”

“Excellent - interesting and upbeat.”

“Very good, kept the audience interested in the subject.”

“Great personality which was useful for a potentially dry subject.”

“Motivated and cheerful in delivering a very complex topic.”

“Excellent - paced well to meet the needs of participants.”

“Course content was well tailored for easy understanding and knowledge base.”

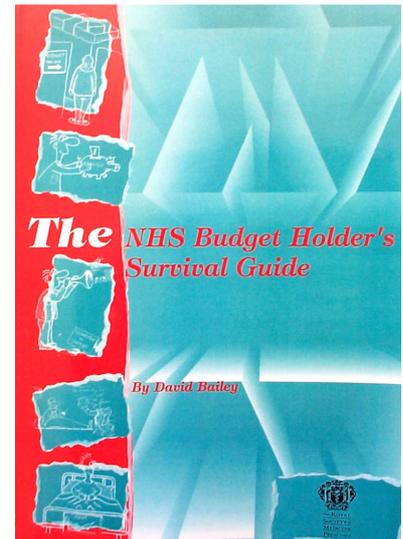
“Excellent credible knowledgeable.”

Costing Your Service



About the workshop leader

David Bailey is a qualified Chartered Certified accountant with over twenty years experience in the NHS in acute, primary care and mental health settings. His specialist area is explaining complex financial concepts in ways that everyone can understand. He is author of the best-selling book *The NHS Budget Holder's Survival Guide*, published by the Royal Society of Medicine Press. His clients have included the Royal College of Nursing and the NHS General Management Training Scheme. He has successfully trained thousands of NHS staff and is well known as a provocative, lively and entertaining speaker.



Timetable

9:00	Coffee
9:30	Start (Welcome, domestics and introductions)
9:45	Cost Behaviour
11:15	Break
11:30	Cost Structure
1:00	Lunch
1:45	Reference Costs and Tariff
3:15	Break
3:30	Reference Costs and Tariff
4:30	End

Get the knowledge and understanding to see how costing your service will help you improve your services.
Book your place now.