# Price Increases and Macro Regimes 2026

**Trainer**
Søren Vammen

**09:00 - 10:45** — **Macroeconomic Indicators — How do we know where we are in the economic cycle?**

- Boom–Bust cycles and Macro Regimes
- What this means for price developments across different supply markets
- Purchasing Managers Index and other relevant macroeconomic indicators
- Where to quickly find relevant information about macroeconomic conditions

**10:45 - 11:00** — **Break**

**11:00 - 12:00** — **The Global Economy Today**

- What does the global economic landscape look like right now?
- Are there regional differences?
- How are different regions affected by the oil crisis?
- Which scenarios should we prepare for — and how?

**12:00 - 12:45** — **Lunch**

**12:45 - 13:15** — **Supplier Price Increase Notifications**

- Experiences and Responses
- What have you experienced previously? How have you responded?

**13:15 - 14:30** — **Energy price increases**

- Energy Intensity Across Industries
- Differences in energy intensity across industries
- Direct and indirect effects on suppliers' total cost
- Tool for analysing direct, indirect and total effects across industries
- Tool for simulating the impact of energy price changes on what we buy — what-if scenarios

**14:30 - 14:45** — **Break**

**14:45 - 16:00** — **5-Step Model for Handling Supplier Price Increase Requests**

- A step-by-step model describing exactly how to handle supplier price increase demands. The model has been successfully implemented in a wide range of companies and public procurement organisations.

**16:00 - 16:30** — **Wrap-up and closing**

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