

Marketable Oil Operations and Logistics

Efficiently managing oil operations and logistics.

Introduction

The oil and gas industry has many facets, is very capital-intensive, logistically intricate, and frequently faces risks and uncertainties. The complexity and rivalry facing today's oil industry is only going to become worse. The petroleum sector is changing due to innovative technologies used in oil recovery. Another crucial component of corporate profitability is the integration of petrochemicals and refining to obtain higher efficiency. Several cross-functional skills are needed to manage global supplies, refine oil, and trade oil. Managers and other professionals need to be learning new things about business and honing their abilities in order to be as productive as possible.

This 5-day intensive course on accelerated Marketable Oil Operations and Logistics offers a more comprehensive view of the global oil business management landscape and emphasises the critical success elements of its key components. It proceeds according to the normal flow of business, with the vital refining and trading processes coming after the supply and transportation that power the world economy.

The Course N Carry Marketable Oil Operations and Logistics training programme is tailored to accommodate participants with varying backgrounds. Through the use of simulation and visual aids, it simplifies a number of intricate processes, including drilling, completion, refining, and transportation. In order to assess the value of crude oil, among other things, the training course offers practical business scenarios for evaluating netback and refinery margin calculations, price management, sales contracts, transportation costs, product quality, total barrel economics, and the economic value of pipelines.

The training programme covers the fundamental problems, strategies, and ideas needed to successfully manage the global oil supply, transportation, refining, and trading industries.

You will be able to learn the following in this training programme on Marketable Oil Operations and Logistics:

- Fundamentals of oil and gas production, exploration, and recovery economics are necessary to completely comprehend this international industry that powers the world economy.
- Basics of Crude Oil Transportation and Oil Economics: An Overview of Refinery Economics and Environmental Aspects

- Fundamentals of crude oil pricing and a summary of the markets for crude oil and refined products
- Crucial components of sales contracts for crude oil and processed goods
- Essential ideas and procedures for the global oil and gas industry's transportation, refining, trading, and supply of oil
- Supply Logistics: Important global shipping lanes, pipelines, and choke spots
- It skillfully addresses a range of crucial company operations, logistics, and processes and effectively addresses business strategies and tactics to develop the requisite business acumen.

Objectives

Following completion of this training programme in Marketable Oil Operations and Logistics, learners will be qualified to:

- Get a wide understanding of the supply, transportation, trading, and refining of oil on a global scale.
- Increase knowledge of the fundamentals of the oil industry, including vessel chartering, pipelines and terminals, quality, blending, and trade oil valuation; freight and netback calculations; and refinery margins.
- Learn about oil market futures, price management issues, hedging, and total barrel economics.
- Examine the oil industry's technological, commercial, legal, safety, and environmental perspectives and elements.
- Talk to your clients and coworkers about the technical phrases, concepts, and buzzwords in a positive and confident manner.

Training Methodology

Through curriculum materials, case study activities, quizzes, training films, and discussions of business case issues in their businesses, participants will actively participate in the programme and learn.

Organizational impacts

Teaching the principles of Interactive Economics to your employees can help drive organizational growth and seamless operations:

- A short course that equips employees with skills for the real world
- Employees receive enhanced and economically driven decision-making skills
- Helps create better marketing strategies for higher sales
- Provides a competitive advantage by helping make calculated risks

Personal Impact

Enrolling in this course can benefit you in the following ways:

- Gain a deep understanding of the relation between human behavior and finances
- Learn modern techniques to estimate market demand and prediction
- Attain leadership, adaptability, and decision-making skills
- Analyze and understand successful market strategies

Who should attend?

A wide range of professionals can benefit from this Course N Carry Marketable Oil Operations and Logistics training course, but the following will be especially beneficial:

- Managers of business development.
- Experts in Corporate Planning
- Professionals in Geosciences and Engineering
- Experts in Refineries
- Experts in Supply Planning and Scheduling
- Authorities in Government
- Legal Experts
- Advisors in Tax and Finance
- Personnel Auditing
- Officers of Compliance
- Bankers and Equity Analysts
- Officers of Joint Ventures
- Professionals in Contracting and Negotiation
- Professionals in Trading

Course Outline

Day 1

Petroleum economics, logistics, supply, production, and exploration

- Overview of the Course
- **Overview of How Oil Was Made**
- Petroleum's Origin, Accumulation, and Migration
- Crucial Conditions for the Buildup of Hydrocarbons
- **Essentials of Petroleum Engineering and Oil and Gas Geology**
- Overview of Oil and Gas Geology
- A Basic Structural Anticline Trap
- Reservoir Mapping, Reservoir Traps, and Barrier or Closure
- Techniques for Drilling Gas and Oil
- ~~Drilling Types: Developmental, Exploration, Delineation, Appraisal, and Maintaining Potential~~

- **Circulatory System Drilling: Safety and Environmental Effects**
- Logging and Finishing Wells
- Instruments and Methods for Assessing Oil and Gas Wells
- Logs for Cased and Open Wells
- Uses for Well Casing
- **Advantages of Multilateral Well Completions with Horizontal Wells Over Vertical Wells**
- The Core of the World's Oil Supply: Production, Trade, and Reserves
- Overview of the international oil industry: prospecting, extraction, refining, marketing, and transportation
- Global Oil Resources: Production of Oil and Gas, World Oil and Gas Reserves
- Industry units: Conversion factors for Europe, Asia, and the USA
- Classifications of Crude Oil
- Indicators of Crude Oil Quality and Assays for Crude Oil Characterization
- Distillation of Crude Oil and Refined Products
- Units of the Oil Industry and Conversion Factors
- **Essentials of Petroleum Economics**
- Crude oil supplied price: the idea of GPW (Gross Product Worth)
- Compute Net Refining Margin
- Crude Oil's Value and the Factors That Determine Crude Selection

Day 2

Marketing, Refining, and Transportation

- **Foundations of Crude Oil Transportation: Tanker and Chartering Logistics**
- Global Oil Tanker Dimensions, Capacity, and
- Charter Parties and Their Types
- Payment for goods, chartering procedures, voyage charters, and time charters
- Functions of Bunkering, Arbitrage, Shipbroker, Shipping Agent, and Daily Net Contribution
- **Fundamentals of Pricing and Market Overview: Factors Affecting the Volatility of Oil Prices**
- Real and Nominal Oil Prices Throughout History
- The Future of Oil Prices: Imports, Production, and Consumption by OPEC
- The Replacement Ratio of Global Reserves and the Future of Oil Prices
- The Paper-Oil and Physical Markets
- World Price Markers - Benchmarks for Crude Oil: WTI, Brent, ASCI, Dubai/Oman, OPEC Reference Basket
- Sales Methods: Spot, Term
- Regional Prices in Europe, Asia, and North America
- Methodology for Price Reporting: Price Report
- **Logistics and Commercial Crude Oil Markets**
- Crude Price History
- Where the Prices Are
- Marker oils
- Quality of Refined Products: Commercial and Logistic Aspects
- Size and Configuration of a Crude Oil Refinery: Skimming, Catalytic, Thermal Cracking
- Refinery Margin Calculation, Crude Type-specific Refinery Yields, and Profitability-Aiding

- **Important Refinery Products and Details**
- Blending and blending exercises are necessary.
- Pump Prices, Oil and Gas Earnings Comparatively with Other Industries, and Return on Investments
- Market for Refined Products
- Determinants of Product Pricing
- Product Cost Estimates
- **Product Costing Based on Specifications**
- Evaluations of Product Pricing
- The Basics of Trading Products

Day 3

Logistics for Sales, Marketing, and Commercial Contracts

- **Crucial Components of Sales Contracts for Crude Oil**
- The Goal, the Components, and the Confirmation of the Contract
- Features and Duties of Buyer/Seller under INCO Terms: FOB, CFR, CIF, and DES
- Crucial Provisions in Oil Contracts
- Money Transfer and Security
- Term and Condition Overview
- **Basic Refining II: Upgrading Conventional Refineries**
- Cracking of the cat
- Hydrofracturing
- Visbreaking
- Coalescing
- **Part III of Basic Refining: Sulphur Reduction**
- Techniques for Reducing Sulphur: Lighter and Heavier Compounds
- Hydroprocessing
- Measures for Sulphur Reduction
- Other Methods of Sulphur Reduction
- **Contracts: Risk Factors**
- Determine the risky locations
- Credit performance risk: parent business guarantee, standby guarantee, and LOC
- Operational Risks: Number and Quality of Vessels Nominated, etc.
- Risks of a Charter Party
- **Aspects of Economics and Environment in Basic Refinery IV**
- Results for Various Configurations
- Contributions of Value for Various Configurations
- Costs associated with investments
- Environmental Aspects to Take into Account
- **Principal logistics**
- Pipeline Transfers: Benefits and Drawbacks
- Scheduling for Pipelines
- Tariffs and Operating Economics: A Look at Pipeline Investment Considerations
- World's Principal Pipelines

- **Storage Units**

Day 4

Logistics, Oil Trading, and Market Structures

- **Foundational Ideas in Oil Trading**
- Participants in the Market for Oil
- Trading Success Factors
- Trading Risk Factors
- Goals for Trading and Changes in Prices
- Backwardation and Contango in Market Structures
- **Communicate with retailers**
- Market Competition: Primary and Secondary Sources
- The Customer to E&P in the Value Chain
- The Marketplace for Retail
- Completely Vertically Integrated Model for Oil Companies
- The Crucial Elements of Retail Success
- **Management of the downstream supply chain**
- The Crucial Elements of Supply Management Success
- **Complete Barrel Economics**
- Profitability Metrics
- Revenue from Net Marketing - Refinery Netback
- The Supply Cost and Overall Barrel Margin
- A Differential Value for the Transfer Price
- Average Costs for an Oil Company: Distribution and Marketing
- Increasing Business Profits
- **Oil Futures and Markets**
- Market distinctions between futures and forwards
- Features of a Futures Contract
- The Futures Market: What Is It?
- Margin Money: What Is It?
- What is the use of futures?
- **Exposure to Price**
- Investing for Profit
- Choosing a Long vs. Short Position to Buy or Sell
- Costly vs. Free Exposure
- Definitions of Unpriced Sale and Unpriced Purchase

Day 5

Risk management and petroleum dynamics

- **Risk management through hedging**
- Utilising Forward Markets and Futures
- An Illustration of Hedging

- **Cost Control**
- Price management: what is it?
- An Example of Price Management
- Result of price management
- **Derivatives**
- How Do Swaps Work?
- An Illustration of a Swap Transaction
- Which Choices Are There?
- An Illustration of an Option Transaction
- Features of Options and Swaps in the Oil and Gas Sector
- Samples of Swaps, Options, and Futures Contracts for Oil and Gas
- Typical Hedging Mistakes Made by Oil and Gas Companies
- A Handbook for Formulating a Business Fuel Risk Management Policy
- Issues Facing the Petroleum Sector and Emerging Technological Trends