

Sales, Marketing, Trading, and Risk Management of Crude Oil and Refined Products

Recognising the Chances, Risks, and Success Strategies

Introduction

The goal of this Course N Carry training programme is to provide participants with an in-depth understanding of the risks, markets for crude oil and refined products, and legal and regulatory concerns related to their international trade. The extensive variety of fundamental procedures used in the petroleum business are covered, including global oil supply, reserves, production, and trade flows, as well as exploration, extraction, and refining.

Understanding the industry's downstream operations involving the trade of crude oil and refined products, along with the risks and uncertainties that accompany it, is possible with a comprehensive understanding of these fundamental upstream and midstream procedures. Given the constant nature of price volatility, a detailed presentation of relevant strategies for price risk management follows. The most vital and dynamic links in the value chain are sales, marketing, trading, and risk management. It is critical for managers to stay on top of these tasks.

Through a combination of quick films, group talks, business case studies to support newly learned concepts and abilities, and discussions of "real life" problems in their companies, this training programme aims to promote delegate engagement.

The following will be covered in this Course N Carry training course on sales, marketing, trading, and risk for crude oil and refined products:

- The fundamental procedures for crude oil production, processing, transportation, and exploration
- The elements that determine success in the global sales, marketing, and trading of refined products and crude oil
- The logistics of crude and refined product storage and distribution, pipelines, and international seaborne transportation
- The knowledge of benchmarks for refined products and crude oil prices in international marketplaces
- Managing price risk through the use of hedging tools like futures, Forward Contracts, Options, and Swaps

Objectives

- Develop your business expertise in a variety of areas, from crude oil and refined product upstream production to downstream sales, marketing, and trading.
- Recognise the key factors influencing crude oil pricing and how to apply benchmarks for crude oil.
- Utilising the hedging products, create price-risk management methods.
- Learn about the important legal and regulatory aspects of trading on international marketplaces.
- Minimise the petroleum industry's overall risk and increase value chain profitability

Training Methodology

A combination of group discussions, case studies, practical exercises, quizzes, and a heavy reliance on short videos highlighting petrochemical operations, environmental and safety considerations to reinforce new knowledge and skills, and discussion of real-world issues in their organisations make up this highly interactive training programme on sales, marketing, trading, and risk for crude oil and refined products.

Organizational impacts

Employees attending this course on sales, marketing, trading, and risk for crude oil and refined products will provide the organisation with a greater range of abilities that participants may utilise in the workplace going forward, which will directly benefit their respective companies.

- Provides a more comprehensive management viewpoint on the global energy industry and identifies the key success elements for several business model categories.
- Explains how advancements in renewable energy and oil and gas are boosting global economic growth and raising living standards.
- Explains how we can meet these targets for great efficiency while also providing value to shareholders.
- Fosters a corporate culture that addresses the fundamental problems, strategies, and ideas of successfully managing the global petroleum industry.

Personal Impact

Every participant will be able to improve their business and technical understanding of the petroleum industry, which will immediately advance their careers:

- Learn the fundamentals of the LNG, natural gas, and oil industries.
- Learn the techniques that increase capital productivity and operational excellence to hone your business acumen.
- Recognise the benefits of value chain optimisation in the hydrocarbon industry and implement it at work to increase stockholder value.

- Understand the key success elements in the gas, oil, LNG, and refined product industries, as well as how to manage the uncertainty associated with price risk.
- Protecting against risk at the corporate, business division, and transactional levels

Who should attend?

A wide range of professionals can benefit from this Course N Carry training course, but the following are particularly noteworthy:

- Managers of Business and Development
- Organisational Planners
- Lawyers and the Staff of Law Firms
- Engineers, geoscientists, and refiners
- Accountants and Bankers
- Auditors
- Media Representatives who deal with traders and transactions
- Authorities in Government
- Advisors in Tax and Finance
- Officers of Compliance
- Financial and Equity Analysts
- Officers of Joint Ventures
- Negotiators
- Individuals who relocated to Trading

Course Outline

Day 1

Crucial Upstream Procedures

- Overview of the Course
- Overview of How Oil Was Made
- Essentials of Petroleum Engineering and Oil and Gas Geology
- Logging and Finishing Wells
- The Core of the World's Oil Supply: Production, Trade, and Reserves
- Essentials of Petroleum Economics

Day 2

Trading of Crude Oil

- The Oversight of the Development of the Global Oil Price System

- The Crude Oil Price: An Analysis
- Time Differential in the Oil Price Formula
- Formula for Oil Prices: Grade Differential
- Managing Price Risk: Protecting the Price of Crude Oil

Day 3

Trading of Refined Products

- The Exchange of Selected Goods
- Refining I: Properties and Procedures of Crude Oil
- Refining II: Upgrading Conventional Refineries
- Oil Products and Their Characteristics
- Logistics for Oil and the Art of Trading
- How Much Refined Oil Products Cost

Day 4

Risk Evaluation

- Risk Management for Oil Product Prices
- Assessing Danger
- The Market for Forwards
- The Market of the Future
- The Exchanges
- The Choices
- Breaks Spread

Day 5

The Oil Trade's Legal and Regulatory Aspects

- Concerns with Law and Regulation
- Global Aspects of Petroleum Dealing