

COURSE OVERVIEW TM0093

International Oil Supply, Transportation, Refining and Trading

Course Title

International Oil Supply, Transportation, Refining and Trading

Course Reference

TM0093

Course Duration/Credits

Five days/3.0 CEUs/30 PDHs

Course Date/Venue



Session(s)	Date	Venue
1	August 17-21, 2025	Tamra Meeting Room, Al Bandar Rotana Creek, Dubai, UAE
2	October 20-24, 2025	TBA Meeting Room, JW Marriott Hotel Madrid, Madrid, Spain
3	December 01-05, 2025	Hampstead Meeting Room, London Marriott Hotel Regents Park, London, UK
4	February 09-13, 2026	TBA Meeting Room, Grand Hyatt Athens, Athens, Greece

Course Description



This practical and highly-interactive course includes real-life case studies and exercises where participants will be engaged in a series of interactive small groups and class workshops.

This course is designed to provide participants with a detailed and up-to-date overview of International Oil Supply, Transportation, Refining and Trading. It covers the global oil industry, the role of OPEC and how the international crude oil and products markets are priced; the fundamental economic drivers of the supply chain; the crude oil types, valuing crude oil based on product market prices and the role of futures markets in the oil industry; the proper methods of transportation and the types of charters (spot, time), charter parties and key terms of contracts; and the spot tanker freight costs and the significance of non-tanker logistics.



During this interactive course, participants will learn the functions, types and role of oil terminals in global oil logistics; the key processes and significance of oil refining in the oil value chain and how it is structured; the role of additives, blending and secondary processing and the economic factors in refining; the refining margins, oil trading and how spot oil purchase/sale contracts are structured; the crude netbacks and refining margins, alternative crude breakevens, hedging and risk management in oil trading; the OPEC and its role in the oil market, geopolitical factors in oil markets and product markets; and the role of financial markets in oil and the emerging trends and technologies.



Course Objectives

Upon the successful completion of this course, each participant will be able to:-

- Apply and gain a comprehensive knowledge on international oil supply, transportation, refining and trading
- Understand how to value crude oil based on product market prices and how to evaluate spot tanker freight costs, crude netbacks and refining margins and alternative crude breakevens
- Understand how tankers are chartered, how spot oil purchase/sale contracts are structured and how refinery is structured
- Understand the significance of non-tanker logistics – pipelines, storage, rail and road
- Identify the key points on product quality; how key specifications are met
- Understand the fundamental economic drivers of the supply chain and how the international crude oil and products markets are priced
- Identify the futures markets: characteristics and use and the basic use of hedging within a trading environment
- Discuss global oil industry, the role of OPEC and how the international crude oil and products markets are priced
- Identify the fundamental economic drivers of the supply chain covering exploration, production, refining and distribution
- Recognize crude oil types, valuing crude oil based on product market prices and the role of futures markets in the oil industry
- Apply proper methods of transportation including tankers, pipelines, rail and road and identify the types of charters (spot, time), charter parties and key terms of contracts
- Evaluate spot tanker freight costs and discuss the significance of non-tanker logistics like pipelines, storage, rail and road
- Identify the functions, types and role of oil terminals in global oil logistics as well as the safety and environmental considerations during oil spills, prevention and response
- Discuss the key processes and significance of oil refining in the oil value chain and identify how it is structured
- Recognize the role of additives, blending and secondary processing as well as the economic factors in refining covering feedstock selection, complexity and profitability
- Assess refining margins, oil trading and how spot oil purchase/sale contracts are structured
- Evaluate crude netbacks and refining margins, alternative crude breakevens, hedging and risk management in oil trading
- Discuss OPEC and its role in the oil market, geopolitical factors in oil markets and product markets
- Identify the role of financial markets in oil and the emerging trends and technologies

Exclusive Smart Training Kit - H-STK®



Participants of this course will receive the exclusive “Haward Smart Training Kit” (**H-STK®**). The **H-STK®** consists of a comprehensive set of technical content which includes **electronic version** of the course materials conveniently saved in a **Tablet PC**.

Who Should Attend

This course provides an overview of all significant aspects and considerations of international oil supply, transportation, refining and training for geoscientists, engineers, refiners, accountants, auditors, members of board and senior oil executives, media personnel who interface with traders and trading, tax and finance advisors, auditors, compliance officers, equity and financial analysts, joint venture officers and contract negotiators.

Training Methodology

All our Courses are including **Hands-on Practical Sessions** using equipment, State-of-the-Art Simulators, Drawings, Case Studies, Videos and Exercises. The courses include the following training methodologies as a percentage of the total tuition hours:-

- 30% Lectures
- 20% Practical Workshops & Work Presentations
- 30% Hands-on Practical Exercises & Case Studies
- 20% Simulators (Hardware & Software) & Videos

In an unlikely event, the course instructor may modify the above training methodology before or during the course for technical reasons.

Course Fee

Dubai	US\$ 5,500 per Delegate + VAT . This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning & afternoon of each day.
Madrid	US\$ 8,800 per Delegate + VAT . This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning & afternoon of each day.
London	US\$ 8,800 per Delegate + VAT . This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning & afternoon of each day.
Athens	US\$ 8,800 per Delegate + VAT . This rate includes Participants Pack (Folder, Manual, Hand-outs, etc.), buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Certificate Accreditations

Haward's certificates are accredited by the following international accreditation organizations:

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British Accreditation Council (BAC)

Haward Technology is accredited by the **British Accreditation Council** for **Independent Further and Higher Education** as an **International Centre**. Haward's certificates are internationally recognized and accredited by the British Accreditation Council (BAC). BAC is the British accrediting body responsible for setting standards within independent further and higher education sector in the UK and overseas. As a BAC-accredited international centre, Haward Technology meets all of the international higher education criteria and standards set by BAC.

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The International Accreditors for Continuing Education and Training (IACET - USA)

Haward Technology is an Authorized Training Provider by the International Accreditors for Continuing Education and Training (IACET), 2201 Cooperative Way, Suite 600, Herndon, VA 20171, USA. In obtaining this authority, Haward Technology has demonstrated that it complies with the **ANSI/IACET 2018-1 Standard** which is widely recognized as the standard of good practice internationally. As a result of our Authorized Provider membership status, Haward Technology is authorized to offer IACET CEUs for its programs that qualify under the **ANSI/IACET 2018-1 Standard**.

Haward Technology's courses meet the professional certification and continuing education requirements for participants seeking **Continuing Education Units (CEUs)** in accordance with the rules & regulations of the International Accreditors for Continuing Education & Training (IACET). IACET is an international authority that evaluates programs according to strict, research-based criteria and guidelines. The CEU is an internationally accepted uniform unit of measurement in qualified courses of continuing education.

Haward Technology Middle East will award **3.0 CEUs** (Continuing Education Units) or **30 PDHs** (Professional Development Hours) for participants who completed the total tuition hours of this program. One CEU is equivalent to ten Professional Development Hours (PDHs) or ten contact hours of the participation in and completion of Haward Technology programs. A permanent record of a participant's involvement and awarding of CEU will be maintained by Haward Technology. Haward Technology will provide a copy of the participant's CEU and PDH Transcript of Records upon request.

Accommodation

Accommodation is not included in the course fees. However, any accommodation required can be arranged at the time of booking.

Course Instructor(s)

This course will be conducted by the following instructor(s). However, we have the right to change the course instructor(s) prior to the course date and inform participants accordingly:



Ms. Sarah Henley Du Plessis, MEd, BTEC, BSc (Hons), BA (Hons), is a **Senior Management Consultant** with over **20 years** of extensive experience specializing in **Human Resource Management System, Recruitment & Selection, Assessment & Interviews, Training & Development, Training Needs & Delivery Methods, Performance Management Systems, Business Writing Skills, Writing Business Correspondence & Document Control, Writing Memos & Business Letters, Business & Technical Report Writing, Communication**

Skills, Business Communication Etiquette, Interpersonal Skills, Presentation Skills, Organisational & Leadership Skills, Coaching & Mentoring, Self & Personal Development, Creative Problem Solving, Performance Management, Conflict Management, Talent Management, Risk Management, Resource Management, Emotional Intelligence, Customer Service, Persuasion Techniques, Supervisory Skills, Public Relations & Corporate Communication, Strategic Planning & Creative Thinking, Human Resource Management, Performance Assessment & Appraisal, Contract Management, Negotiation Skills, Tendering & Bidding, Sourcing & Vendor Management, Service Level Agreements, Purchasing Skills, Supply Chain Management and Logistics & Transportation. She is currently the **Business Skills Trainer** working internationally across **Europe, Middle East, America and Asia.**

During her career, Ms. Sarah has held various significant positions and dedication both in academic and industrial as the **Divisional Purchasing Manager, Human Resource Manager, Services Buyer Manager, Category Manager, Senior Consultant/Lecturer, Business Skills Instructor, English Teacher, Business English Trainer, English Tutor, Assistant National Park Ranger, Production & Project Buyer, Call Centre Agent, Customer Services Agent and Accounts Assistant** from various companies and institutions like the **University of York, Melton College, Inlingua, Field First Cartons, Schneider Electric Ltd, Armitage Bros. Plc, Ryder Systemcare, Denby Pottery and Torrington.**

Ms. Sarah has a **Master** degree in **Education (Applied Linguistics)**, **Bachelors** degree (with **Honours**) in **Natural Sciences** and in **Business Administration & Enterprise** from the **Open University** and the **University of Central England, UK**, respectively. Further, she holds a **Professional Graduate Certificate in Education (PGCE)** from the **University of Northumbria**, a **Graduate Diploma** from the **Chartered Institute of Purchasing and Supply (CIPS)** and a **BTEC Advanced Certificate** in Supervision of Biological Surveys from the **GUI**. Moreover, she is a **Certified Instructor/Trainer**, a **Certified Internal Verifier/Assessor/Trainer** by the **Institute of Leadership & Management (ILM)** and a **Certified CELTA Level 4 Instructor**. She also delivered numerous trainings, courses, seminars and conferences internationally.

Course Program

The following program is planned for this course. However, the course instructor(s) may modify this program before or during the course for technical reasons with no prior notice to participants. Nevertheless, the course objectives will always be met:

Day 1

0730 - 0800	Registration & Coffee
0800 - 0815	Welcome & Introduction
0815 - 0830	PRE-TEST
0830 - 0930	Overview of the Global Oil Industry: A Brief History, Major Players & the Role of OPEC
0930 - 0945	Break
0945 - 1045	How the International Crude Oil & Products Markets are Priced: Spot vs. Term Pricing, Pricing Benchmarks like Brent & WTI & Factors Influencing Prices
1045 - 1115	Fundamental Economic Drivers of the Supply Chain: Exploration, Production, Refining & Distribution
1115 - 1215	Introduction to Crude Oil Types: Sweet vs. Sour, Light vs. Heavy & their Significance in Refining & Trading
1215 - 1230	Break
1230 - 1330	Valuing Crude Oil Based on Product Market Prices: Introduction to Refining Margins & their Impact on Crude Valuation
1330 - 1420	The Role of Futures Markets in the Oil Industry: Futures Markets' Characteristics & Use
1420 - 1430	Recap
1430	Lunch & End of Day One

Day 2

0730 - 0830	Overview of Oil Transportation: Methods of Transportation Including Tankers, Pipelines, Rail & Road
0830 - 0930	How Tankers are Chartered: Types of Charters (Spot, Time), Charter Parties & Key Terms of Contracts
0930 - 0945	Break
0945 - 1100	Evaluating Spot Tanker Freight Costs: Factors Influencing Freight Rates, Seasonal Variations & Market Indicators
1100 - 1215	Significance of Non-Tanker Logistics: Pipelines: Key Routes & Capacity Issues • Storage: Strategic Reserves, Commercial Storage & their Role in Price Formation • Rail & Road: Importance in Landlocked Regions & Its Impact on Prices
1215 - 1230	Break
1230 - 1330	Introduction to Oil Terminals: Functions, Types & Their Role in Global Oil Logistics
1330 - 1420	Safety & Environmental Considerations: Oil Spills, Prevention & Response
1420 - 1430	Recap
1430	Lunch & End of Day Two

Day 3

0730 - 0830	Overview of Oil Refining: What is Refining, Key Processes & Its Significance in the Oil Value Chain
0830 - 0930	How a Refinery is Structured: Main Units, Flow of Crude & Products & Integration with Petrochemicals

0930 - 0945	Break
0945 - 1100	Key Points on Product Quality: Gasoline, Diesel, Jet Fuel Specifications & Regional Differences
1100 - 1215	Meeting Key Specifications: Role of Additives, Blending & Secondary Processing
1215 - 1230	Break
1230 - 1330	Economic Factors in Refining: Feedstock Selection, Complexity & Profitability
1330 - 1420	Understanding Refining Margins: Gross & Net Margins, Regional Variations & Impact of Feedstock Quality
1420 - 1430	Recap
1430	Lunch & End of Day Three

Day 4

0730 - 0830	Overview of Oil Trading: Spot Vs. Term Markets, Key Players & Trading Hubs
0830 - 0930	How Spot Oil Purchase/Sale Contracts are Structured: Key Clauses, INCOTERMS & Payment Mechanisms
0930 - 0945	Break
0945 - 1100	Introduction to Crude Netbacks: What are Netbacks, their Role in Trading, And How They Influence Global Flows
1100 - 1215	Evaluating Crude Netbacks & Refining Margins: Tools, Databases & Methodologies
1215 - 1230	Break
1230 - 1330	Alternative Crude Breakevens: Factors Influencing Breakevens, Including Taxes, Royalties & Production Costs
1330 - 1420	Hedging & Risk Management in Oil Trading: Role of Futures, Options & Swaps
1420 - 1430	Recap
1430	Lunch & End of Day Four

Day 5

0730 - 0830	OPEC & Its Role in the Oil Market: Policies, Quotas & Influence on Prices
0830 - 0930	Geopolitical Factors in Oil Markets: Sanctions, Wars & Other Disruptions
0930 - 0945	Break
0945 - 1045	Introduction to Product Markets: Distillates, Gasoline, Naphtha & Their Significance in Refining & Trading
1045 - 1145	Role of Financial Markets in Oil: Speculation, Investment & Impact on Prices
1145 - 1230	Emerging Trends & Technologies: Green Refining, Biofuels, Electric Vehicles & Their Potential Impact
1230 - 1245	Break
1245 - 1400	Final Wrap-Up & Q&A: Revisiting Key Takeaways & Addressing Remaining Queries
1400 - 1415	Course Conclusion
1415 - 1430	POST-TEST
1430	Lunch & End of Course

Practical Sessions

This practical and highly-interactive course includes real-life case studies and exercises:-



Course Coordinator

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