



**COURSE OVERVIEW CM0207**  
**Advanced Tendering & Trading Strategies for Refinery**  
**Feedstock & Products**

**Course Title**

Advanced Tendering & Trading Strategies for Refinery  
Feedstock & Products

**Course Reference**

CM0207

**Course Duration/Credits**

Five days/3.0 CEUs/30 PDHs



**Course Date/Venue**

Session(s)	Course Date(s)	Venue
1	July 05-09, 2026	Tamra Meeting Room, Al Bandar Rotana Creek, Dubai, UAE
2	July 12-16, 2026	Pierre Lotti Meeting Room, Movenpick Hotel Istanbul Golden Horn, Istanbul, Turkey
3	July 19-23, 2026	Galley 5, Concorde Hotel, Kuala Lumpur, Malaysia

**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 Advanced Tendering & Trading Strategies for Refinery Feedstock & Products. It covers the refinery feedstock and product market, fundamentals of global and regional refining economics, refinery commercial strategy and trading objectives; the difference between trading and tendering and the price discovery and market intelligence and commercial risk landscape in refining; the feedstock tendering framework and technical and commercial specifications; and the pricing structures in feedstock tenders.



Further, the course will also discuss the bid evaluation, optimization techniques and contractual and commercial clauses; the supplier strategy and relationship management, refined product market dynamics, product tendering and sales strategy; the pricing mechanisms for product sales, trading arbitrage and optimization including logistics and supply chain integration; and the customer and market portfolio management, price risk management in refining, hedging strategies and instruments.





During this interactive course, participants will learn the credit and counterparty risk management, contract risk and compliance as well as market intelligence and decision support tools; the governance and internal controls, integrated feedstock-to-product optimization and advanced tender strategy design; the trading strategy under market volatility and refinery commercial performance measurement; and the energy transition and demand shifts, low-carbon fuels and bio-feedstocks, digitalization and AI in trading and strategic readiness for evolving markets.

### **Course Objectives**

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

- Apply and gain an advanced knowledge on tendering and trading strategies for refinery feedstock & products
- Discuss the refinery feedstock and product market, fundamentals of global and regional refining economics and refinery commercial strategy and trading objectives
- Differentiate trading and tendering and identify price discovery and market intelligence and commercial risk landscape in refining
- Explain feedstock tendering framework, technical and commercial specifications and pricing structures in feedstock tenders
- Apply bid evaluation and optimization techniques and review contractual and commercial clauses
- Carryout supplier strategy and relationship management, refined product market dynamics and product tendering and sales strategy
- Recognize pricing mechanisms for product sales and apply trading arbitrage and optimization including logistics and supply chain integration
- Employ customer and market portfolio management, price risk management in refining and hedging strategies and instruments
- Apply credit and counterparty risk management, contract risk and compliance as well as market intelligence and decision support tools
- Carryout governance and internal controls, integrated feedstock-to-product optimization and advanced tender strategy design
- Apply trading strategy under market volatility and refinery commercial performance measurement
- Discuss energy transition and demand shifts, low-carbon fuels and bio-feedstocks, digitalization and AI in trading and strategic readiness for evolving markets

### **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 tendering and trading strategies for refinery feedstock & products for trading managers/heads of trading/commercial directors, senior traders/senior commercial strategists, refinery commercial managers/supply and trading managers, crude and feedstock buyers/product marketing managers, risk management and hedging managers, refinery planners, schedulers and LP/optimization leads, market analysis and pricing intelligence managers, logistics, shipping and supply chain managers, commercial operations and contract management leads, credit, finance and treasury managers (trading support) and other technical staff.

## **Certificate Accreditations**

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

-  [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.
-  [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.



### 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:



**Mr. Douglas Robinson**, MBA, BSc (Honors), Dip, is currently the **President of DSR Consulting** and the **Professor of Business Studies Unit (BSU)** at **Durban Institute of Technology (DIT)**, where he is lecturing at **MBA level in Refinery Feedstock & Product Market Fundamentals, Supplier Strategy & Relationship Management, Logistics & Supply Chain Integration, Contract Management, Logistics & Supply Chain Management, Inventory Management, Transportation Management, Project Management, Operations Management, Procurement Management, Human Resources Management (HRM), Market Intelligence & Analysis, Leadership & Change Management, Presentation Skills, Negotiation Skills, Interpersonal Skills, Communication Skills, Adaptability & Flexibility, Learning & Self Development, Industrial Relationships, Driving Performance, Performance Measurement, Performance Goal Implementation, Time Management Techniques, Organizing Daily Activities, Handling Difficulties & Pressure, Productivity & Feedback Management, Problem Solving & Decision Making, ISO 9001 Lead Auditor, Commercial Negotiation & Legal Aspects, Logistics & Supply Chain Management, Quality Management, Project Financial Planning, Financial Management, Materials Inventory Management, Budgeting & Cost Control, Project Accounting, Entrepreneurship and International Business.**

Mr. Robinson has over **45 years** of international experience in **Contract Management, Quality Management, ISO Standards, Logistics & Supply Chain Management, Procurement, Purchasing, Outsourcing Strategies, Project Management, Business Systems, Operations Management and Business Re-Organization**. Further, he is a **Registered Assessor of Quality Management, Logistics, Supply Chain Management, Procurement Strategies, Purchasing and Outsourcing**.

As a leader in the **Quality, Procurement and Logistics** fields, Mr. Robinson facilitated in-house skills development programmes in a lot of companies worldwide and has **extensive consulting experience** in both the public and private sectors. His experience includes implementing SAP system in Procurement, financial, sales, distribution, materials management and costing.

During his long career life, Mr. Robinson worked for many **International companies** such as Tiger Brands, Nestle's, Mondi Manufacturing, Mondi Forests, Masonite Africa Ltd., Frame etc. He worked as **General Manager, Quality Manager, Procurement Manager, Logistics Manager, Logistics Superintendent, Project & Contract Manager, Purchasing Supervisor, SAP Facilitator**, etc.

Due to his thorough and long experience and knowledge, Mr. Robinson is **recognized internationally** as an **Expert** in Logistics & Supply Chain Management, Procurement, Purchasing, Outsourcing, Strategic planning, business wellness analysis, **Contract management, Project Management, feasibility studies, financial analysis, cash-flow forecasting, Capital investment analysis, risk analysis, Business process analysis, and Quality Management Systems**.

Mr. Robinson has a **Master** degree in **Business Administration (MBA)** from the **University of Durban-Westville**, a **Bachelor** degree with **Honors** in **Business Management and Administration** and **Diplomas in Medical Technology, Marketing Management, Business Management and Project Management** from the **University of Rhodesia** and from the **Damelin Management School** respectively. Further, he is a **Certified Instructor/Trainer, a Certified Trainer/Assessor by the Institute of Leadership & Management (ILM)**, an active member of international professional affiliations and delivered innumerable trainings, courses, workshops and seminars globally.



### Course Fee

**US\$ 7,500** per Delegate + VAT. This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

### Accommodation

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

### 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.

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### 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	<i>Registration &amp; Coffee</i>
0800 – 0815	<i>Welcome &amp; Introduction</i>
0815 – 0830	<b>PRE-TEST</b>
0830 – 0930	<b>Refinery Feedstock &amp; Product Market Fundamentals</b> <i>Crude Oil versus Condensate versus Opportunity Feedstocks • Product Slate: Fuels, Intermediates, Petrochemical Feedstocks • Refinery Configuration Impact on Trading Decisions • Value Chain Integration from Upstream to Downstream</i>
0930 – 0945	<i>Break</i>
0945 – 1100	<b>Global &amp; Regional Refining Economics</b> <i>Supply-Demand Balance for Crude and Refined Products • Regional Arbitrage Dynamics (Asia, Europe, Middle East, USGC) • Refinery Utilization and Margin Cycles • Impact of Geopolitics and Sanctions</i>
1100 – 1130	<b>Refinery Commercial Strategy &amp; Trading Objectives</b> <i>Feedstock Selection versus Product Placement Strategies • Short-Term Trading versus Long-Term Optimization • Integration with Refinery Planning and Scheduling • Alignment with Corporate Commercial Goals</i>
1130 – 1215	<b>Trading versus Tendering: Strategic Differences</b> <i>Spot Trading, Term Contracts, and Structured Deals • Competitive Tendering versus Negotiated Trades • Advantages and Limitations of Each Approach • Strategic Use Cases for Refiners</i>
1215 – 1230	<i>Break</i>





1230 - 1330	<b>Price Discovery &amp; Market Intelligence</b> Role of Platts, Argus, OPIS, and ICE Assessments • Forward Curves and Backwardation/Contango • Physical versus Paper Market Linkages • Use of Benchmarks (Brent, Dubai, WTI)
1330- 1420	<b>Commercial Risk Landscape in Refining</b> Price Volatility Risks • Supply Security Risks • Credit and Counterparty Exposure • Operational and Logistical Risks
1420 - 1430	<b>Recap</b> Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow
1430	<b>Lunch &amp; End of Day One</b>

## Day 2

0730 - 0830	<b>Feedstock Tendering Framework</b> Open, Limited, and Negotiated Tenders • Single-Grade versus Multi-Grade Tenders • Spot versus Term Feedstock Procurement • Tender Timing and Market Windows
0830 - 0930	<b>Technical &amp; Commercial Specifications</b> Crude Assay Interpretation for Tender Evaluation • Sulfur, TAN, Metals, and Contaminants Impact • Yield and Processing Severity Implications • Compatibility with Refinery Units
0930 - 0945	<b>Break</b>
0945 - 1100	<b>Pricing Structures in Feedstock Tenders</b> Flat Price versus Formula-Based Pricing • Differential Setting Mechanisms • Freight-Inclusive versus FOB Pricing • Premium/Discount Optimization
1100 - 1215	<b>Bid Evaluation &amp; Optimization Techniques</b> Netback and Delivered Cost Comparison • Gross Refining Margin (GRM) Impact Analysis • Sensitivity Analysis on Yields and Prices • Multi-Variable Decision Matrices
1215 - 1230	<b>Break</b>
1230 - 1330	<b>Contractual &amp; Commercial Clauses</b> Quality Tolerance and Penalties • Quantity Flexibility and Nomination Clauses • Delivery Windows and Laycan Management • Demurrage and Force Majeure Provisions
1330 - 1420	<b>Supplier Strategy &amp; Relationship Management</b> National Oil Companies versus Traders • Portfolio Diversification Strategies • Long-Term Supply Security Considerations • Performance Monitoring and Benchmarking
1420 - 1430	<b>Recap</b> Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow
1430	<b>Lunch &amp; End of Day Two</b>

## Day 3

0730 - 0830	<b>Refined Product Market Dynamics</b> Gasoline, Diesel, Jet Fuel, Fuel Oil, LPG Markets • Seasonal Demand Drivers • Regulatory Specifications (Sulfur, RVP, Bio-Blending) • Storage and Blending Economics
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0830 – 0930	<b>Product Tendering &amp; Sales Strategy</b> Domestic versus Export Product Tenders • Spot versus Term Sales Contracts • Destination Flexibility Strategies • Multi-Product Tender Optimization
0930 – 0945	Break
0945 – 1100	<b>Pricing Mechanisms for Product Sales</b> Platts-Linked Pricing Structures • Differential Negotiation Techniques • Escalation and De-Escalation Clauses • Optionality Pricing
1100 – 1215	<b>Trading Arbitrage &amp; Optimization</b> Time Arbitrage Opportunities • Location Arbitrage Strategies • Grade Substitution and Blending Arbitrage • Storage Play Economics
1215 – 1230	Break
1230 – 1330	<b>Logistics &amp; Supply Chain Integration</b> Shipping Strategy and Freight Optimization • Storage Utilization and Terminal Economics • Pipeline versus Marine Logistics Decisions • Demurrage Risk Management
1330- 1420	<b>Customer &amp; Market Portfolio Management</b> Trader versus End-User Sales Strategies • Credit Exposure Management • Market Diversification • Performance KPIs for Product Trading
1420 – 1430	<b>Recap</b> Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow
1430	Lunch & End of Day Three

#### Day 4

0730 – 0830	<b>Price Risk Management in Refining</b> Exposure Identification (Feedstock versus Product) • Margin-at-Risk Concepts • Volatility Assessment • Risk Appetite Frameworks
0830 – 0930	<b>Hedging Strategies &amp; Instruments</b> Futures, Swaps, and Options • Crack Spread Hedging • Cross-Commodity Hedging • Hedge Effectiveness Measurement
0930 – 0945	Break
0945 – 1100	<b>Credit &amp; Counterparty Risk Management</b> Counterparty Due Diligence • Credit Limits and Guarantees • Letters of Credit and Payment Security • Default and Mitigation Strategies
1100 – 1215	<b>Contract Risk &amp; Compliance</b> Legal Risk in Trading Contracts • Incoterms and Liability Allocation • Regulatory and Sanctions Compliance • Documentation and Audit Readiness
1215 – 1230	Break
1230 – 1330	<b>Market Intelligence &amp; Decision Support Tools</b> Trading Analytics Dashboards • Scenario Modeling and Stress Testing • Forward Curve Analysis • Digital Tools for Commercial Optimization
1330 – 1420	<b>Governance &amp; Internal Controls</b> Trading Authority Matrices • Segregation of Duties • Compliance Monitoring • Ethical Trading Practices
1420 – 1430	<b>Recap</b> Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow
1430	Lunch & End of Day Four

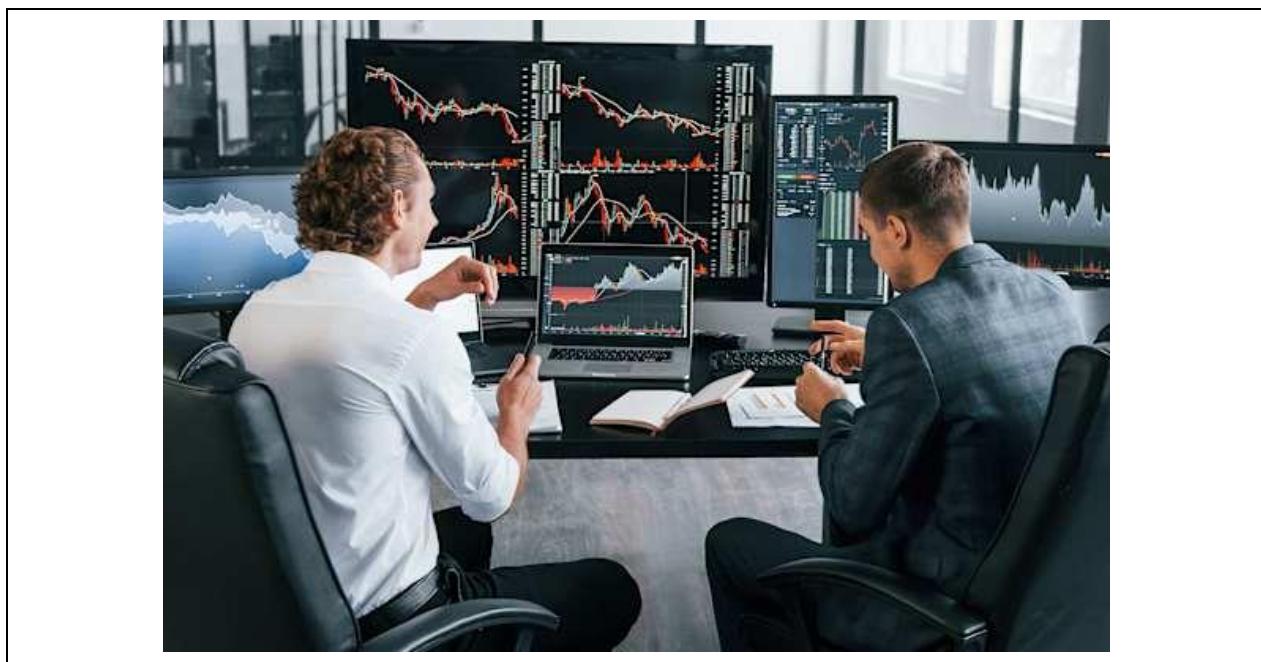


**Day 5**

0730 – 0830	<b>Integrated Feedstock-to-Product Optimization</b> End-to-End Commercial Value Chain • Alignment of Planning, Operations, and Trading • Margin Maximization Strategies • Constraint-Driven Optimization
0830 – 0930	<b>Advanced Tender Strategy Design</b> Multi-Feedstock Tender Structuring • Flexible Delivery and Pricing Strategies • Strategic Supplier Competition • Scenario-Based Tender Design
0930 – 0945	<b>Break</b>
0945 – 1100	<b>Trading Strategy Under Market Volatility</b> Crisis-Driven Market Behavior • Opportunistic versus Defensive Strategies • Inventory and Cash Flow Optimization • Decision-Making under Uncertainty
1100 – 1215	<b>Refinery Commercial Performance Measurement</b> Gross versus Net Margin Tracking • Tender Performance KPIs • Trading P&L Attribution • Continuous Improvement Frameworks
1215 – 1230	<b>Break</b>
1230 - 1300	<b>Case Studies &amp; Practical Exercises</b> Feedstock Tender Evaluation Case • Product Sales Optimization Scenario • Hedging and Margin Protection Exercise • Commercial Risk Mitigation Case
1300 – 1345	<b>Future Trends in Refinery Trading &amp; Tendering</b> Energy Transition and Demand Shifts • Low-Carbon Fuels and Bio-Feedstocks • Digitalization and AI in Trading • Strategic Readiness for Evolving Markets
1345 – 1400	<b>Course Conclusion</b> Using this Course Overview, the Instructor(s) will Brief Participants about the Course Topics that were Covered During the Course
1400 - 1415	<b>POST-TEST</b>
1415 – 1430	<b>Presentation of Course Certificates</b>
1430	<b>Lunch &amp; End of Course</b>

**Practical Sessions**

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



**Course Coordinator**

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