COURSE OVERVIEW TM0047
Economic Framework of Refining

Course Title
Economic Framework of Refining

Course Reference
TM0047

Course Duration/Credits
Five days/3.0 CEUs/30 PDHs

Course Date/Venue

Session(s)	Date	Venue
1	July 23-27, 2025	TBA Meeting Room, JW Marriott Hotel Madrid, Madrid, Spain
2	September 22-26, 2025	TBA Meeting Room, Grand Hyatt Athens, Athens, Greece
3	October 12-16, 2025	Tamra Meeting Room, Al Bandar Rotana Creek, Dubai, UAE
4	November 24-28, 2025	Hampstead Meeting Room, London Marriott Hotel Regents Park, London, UK

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 delegates with detailed and up-to-date overview of Economic Framework of Refining. It covers the importance of refining industry in the energy sector; the types of refineries and their operations; the basic refining processes and products; the crude oil market dynamics, types of crude oil and their characteristics and refinery feedstocks and their selection criteria; the refinery operations and processes including distillation, cracking, hydrotreating, catalytic reforming, refinery configuration and optimization; the refinery economics and profitability analysis; and the cost structure of refining operations and key performance indicators.

During this interactive course, participants will learn the product markets, the factors impacting product demand and supply and refinery margins and their drivers; the refining industry competition and market structure, regional and global refining capacity and supply-demand balance; the impact of consolidation and integration on refining industry profitability; the latest refinery technologies and the role of innovation and technology in enhancing refinery economics and sustainability; the environmental regulations, sustainability challenges and opportunities in the refining industry; the role of renewable fuels and alternative feedstocks; and the demand, supply projections, key drivers, challenges, future trends and opportunities.

Course Objectives

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

- Apply and gain an in-depth knowledge on economic framework of refining
- Discuss importance of refining industry in the energy sector including the types of refineries and their operations, basic refining processes and products
- Recognize crude oil market dynamics, the types of crude oil and their characteristics and refinery feedstocks and their selection criteria
- Carryout refinery operations and processes including distillation, cracking, hydrotreating and catalytic reforming as well as refinery configuration and optimization
- Employ refinery economics and profitability analysis and identify the cost structure of refining operations and key performance indicators
- Recognize product markets, the factors impacting product demand and supply and refinery margins and their drivers
- Identify refining industry competition and market structure, regional and global refining capacity and supply-demand balance
- Recognize the impact of consolidation and integration on refining industry profitability
- Apply the latest refinery technologies and identify the role of innovation and technology in enhancing refinery economics and sustainability
- Explain the environmental regulations, sustainability challenges and opportunities in the refining industry and the role of renewable fuels and alternative feedstocks
- Discuss demand, supply projections, key drivers, challenges, future trends and opportunities

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 economic framework of refining for those who are working in the oil and gas industry, particularly in the refining sector includes refinery operators, engineers, planners, analysts, traders, managers and executives.

Accommodation

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

Course Certificate(s)

Internationally recognized certificates will be issued to all participants of the course who completed a minimum of 80% of the total tuition hours.

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. John Kruger, PGDip, BA, is a **Senior Management Consultant** with **50 years** of extensive experience. His expertise includes **Leadership Development & Business Profiling**, **Business Development**, **Career Development** Management, **Developing Personal Resilience**, Managing **Stress** & **Building Resilience**, **Leadership Development & Business Profiling Head**, **Leadership & Management** Skills, **Leadership & Interpersonal** Skills, **Electronic Communication** & **Collaboration** Skills, **Effective Communication** Skills, **Communication** Skills, **Active Listening** Skills, **Change Management** Skills, **Building Communication & Interpersonal** Skills, **Negotiation** Skills, **Presentation** Skills, **Cross Cultural** & **Virtual Team Communication** Skills, , **Legal Aspects of Corporate** Communications, **Internal & External Stakeholders**, **Corporate Communication**, **Public Media Communication**, **Crisis Communication** Management, **Public Relations** & **Organisational Communication**, **Cross Cultural** Awareness, **Cultural Diversity** in the Workplace, **Culture Diversity & Inclusion**, **Virtual Team** Performance, **Legal Compliance & Corporate Governance**, **Legal Document** Drafting, **Legal** Perspectives Best Practices in **Corporate Governance**, **Implementation Guidelines** to the Legal Aspects**, Commercial Negotiation**, **Customer Service**, **Customer Culture**, **Social Media** Management, **Digital Archiving** & **Electronic Document** Management, **Digital Marketing**, **Conflict** Management, **Crisis** Management, **Procurement & Contracts** Management, **Tender Preparation**, **Tender Floating**, **Bid Evaluation**, **Contractor** Selection, **Contractors** Work Supervision, Manpower & Site Permits, Active **Listening**, **Assertiveness** Theory, **Cultural** Management, **Virtual Team Operations**, **Team Building**, **Resource** Management, **Performance** Management, **Time** Management, **Research** Management, **HR Project** Management, **QA/QC**, **Quality** Management, **Project** Management, **Contracts & Tendering**, **Human Resource** Management, **Performance** Management, **Technical** Management, **Quality** Management, **Productivity & Efficiency** Improvements, **Time** Management, **Financial** Management, **Strategic** Management, **Change** Management, **People** Management, **Production** Management, **Toolkit** Management **Public Speaking**, **Social** & **Environmental Projects**, **Psychometric Assessment** and **Strategic Change**. Further, his specialization covers **Train-the-Trainer**, **Coaching, Counselling & Mentoring**, **Strategic Planning**, **Problem Solving**, **Decision Making**, **Budgeting & Cost Control**, Supply Chain Management, Operational Management, Adult Education, Turnaround and Re-Engineering Projects and Macro-Economics.

During his career, Mr. Kruger has contributed his expertise and held prestigious positions for major organizations worldwide as a **Business Analyst**, **Business Development Manager**, **Project Manager**, **Strategic & Divisional Plan Manager**, **Warehouse Manager**, **Supply Chain Manager**, **Change & Marketing Manager**, **Facilitation Manager**, **Interim OD & Development Manager**, **Interim Training Manager**, **Commercial Project & Interim Manager**, **TQM Manager**, **General Manager**, **Engineer**, **Journalist**, **National Broadcaster**, **Reporter**, **Sub-editor**, **News Editor**, **Deputy Director** as well the **Business Consultant**, **Technical & Management Coach**, **Consultant/Instructor**, **Lecturer** and **Facilitation & Key Note Speaker**.

Mr. Kruger has a **Post Graduate Diploma** in **IPM Industrial Psychology Management** and in **UNISA Advanced Leadership Programme** as well as **Bachelor's** degree in **Communications** from the **Northwest University**. He is a **Registered Assessor** & **Moderator**, a **Certified Instructor/Trainer** and a **Certified Trainer/Assessor** by the **Institute of Leadership & Management** (**ILM**). Further, he is an active member of **The Institute of Management Consultants of South Africa** and he has delivered various trainings, workshops, courses and conferences worldwide.

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

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.
Athens	**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.
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.
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.

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	***Introduction to Refining*** *The Refining Industry & its Importance in the Energy Sector • Types of Refineries & their Operations • Basic Refining Processes & Products*
0930 – 0945	*Break*
0945 – 1100	***Crude Oil Market & Refinery Feedstocks*** *Crude Oil Market Dynamics*
1100 – 1230	***Crude Oil Market & Refinery Feedstocks (cont'd)*** *Types of Crude Oil & their Characteristics*
1230 – 1245	*Break*
1245 – 1420	***Crude Oil Market & Refinery Feedstocks (cont'd)*** *Refinery Feedstocks & their Selection Criteria*
1420 – 1430	***Recap***
1430	*Lunch & End of Day One*

Day 2

0730 – 0930	***Refinery Operations & Processes*** *Refining Processes including Distillation, Cracking, Hydrotreating & Catalytic Reforming*
0930 - 0945	*Break*
0945 – 1100	***Refinery Operations & Processes (cont'd)*** *Key Operational Parameters & their Impact on Refining Economics • Refinery Configuration & Optimization*
1100 – 1230	***Refinery Economics & Profitability*** *Refinery Economics & Profitability Analysis • Cost Structure of Refining Operations including Feedstock, Energy, Labor & Maintenance Costs*
1230 – 1245	*Break*
1245 – 1420	***Refinery Economics & Profitability (cont'd)*** *Key Performance Indicators including Gross Margin, Netback & Refinery Utilization*
1420 – 1430	***Recap***
1430	*Lunch & End of Day Two*

Day 3

0730 – 0930	***Product Markets & Refinery Margins*** *Product Markets including Gasoline, Diesel, Jet Fuel & Petrochemicals*
0930 – 0945	*Break*
0945 – 1100	***Product Markets & Refinery Margins (cont'd)*** *Factors Impacting Product Demand & Supply including Regulations, Weather & Economic Growth • Refinery Margins & their Drivers including Product Pricing, Yield & Quality*
1100 – 1230	***Refining Industry Competition & Market Structure*** *Regional & Global Refining Capacity & Supply-Demand Balance*
1230 - 1245	*Break*
1245 – 1420	***Refining Industry Competition & Market Structure (cont'd)*** *Impact of Consolidation & Integration on Refining Industry Profitability*
1420 – 1430	***Recap***
1430	*Lunch & End of Day Three*

Day 4

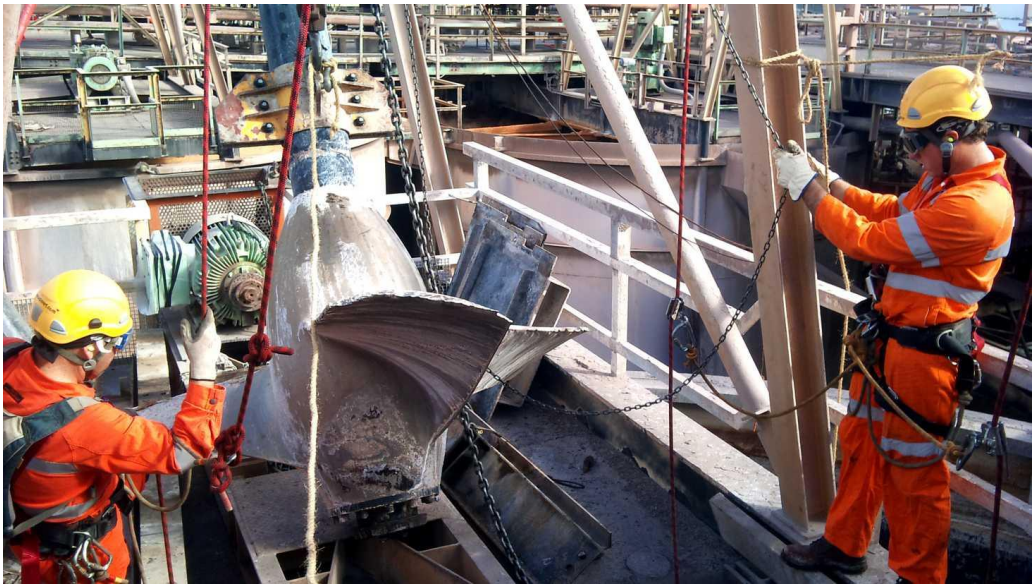
0730 – 0930	***Refinery Technology & Innovation*** *The Latest Refinery Technologies including Residue Upgrading, Crude-to-Chemicals & Carbon Capture & Utilization*
0930 – 0945	*Break*
0945 – 1100	***Refinery Technology & Innovation (cont'd)*** *Role of Innovation & Technology in Enhancing Refinery Economics & Sustainability • Impact of Emerging Trends including Digitalization & Artificial Intelligence on Refining Operations*
1100 – 1230	***Refining & The Environment*** *Environmental Regulations & their Impact on Refining Operations • Sustainability Challenges & Opportunities in the Refining Industry including Carbon Footprint Reduction & Waste Management*
1230 – 1245	*Break*
1245 – 1420	***Refining & The Environment (cont'd)*** *Role of Renewable Fuels & Alternative Feedstocks in the Refining Industry*
1420 – 1430	***Recap***
1430	*Lunch & End of Day Four*

Day 5

0730 – 0930	***Refining Industry Outlook & Future Trends*** *The Refining Industry Outlook including Demand & Supply Projections*
0930 – 0945	*Break*
0945 – 1100	***Refining Industry Outlook & Future Trends (cont'd)*** *Key Drivers & Challenges for the Refining Industry including Energy Transition, Geopolitical Risks & Trade Policies*
1100 – 1215	***Refining Industry Outlook & Future Trends (cont'd)*** *Future Trends & Opportunities in The Refining Industry including Biofuels, Hydrogen & Circular Economy*
1215 – 1230	*Break*
1230 – 1345	***Refining Industry Case Studies & Group Discussion*** *Review of Selected Case Studies from the Refining Industry • Group Discussion & Analysis of Key Learnings from the Course • Wrap-Up & Key Takeaways from the Course*
1345 – 1400	***Course Conclusion***
1400 – 1415	***POST-TEST***
1415 – 1430	*Presentation of Course Certificates*
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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