



PERSONAL DETAILS

Please print clearly or attach business card:

1) **Name** _____
 Position: _____
 Email: _____

2) **Name** _____
 Position: _____
 Email: _____

3) **Name:** _____
 Position: _____
 Email: _____

Company: _____
 Department: _____
 Address _____
 Postcode: _____ Country: _____
 Tel: _____ Fax : _____

Nature of Business _____

Company Size: 1-9 10-24 25-49 50-99
 100-249 250-499 500-999 1000+

SPONSOR

We wish to register this delegate for the course indicated above. We undertake to pay for the period of the program (please print clearly)

Name: _____
 Position: _____
 Signature: _____ Date: _____

REGISTRATION COURSE FEES

Fundamental Crude Oil & Petroleum Price Mechanism

- **US\$ 3,400 per delegate**

I would like information on holding this program in house

We can bring this course in house directly to your workplace!
Customized Training Programs
 The in-house training of Advanced Studies and Training Center
 Tel: +971 4 221 1141; Email: info@astcdubai.com

DISCLAIMER

ASTC reserves the right to change or cancel any part of its published programs or teaching facility due to unforeseen circumstances

HOTEL BOOKING

If you required assistance with booking accommodation for one of our courses, please contact our staff on the following numbers:
Tel: +971 - 4 - 2211141, Fax: +971 - 4 - 2211848; Or email us on: info@astcdubai.com

TRAINING COURSE

Fundamental Crude Oil & Petroleum Price Mechanism

July 23 - 27, 2017

In order to guarantee a place on the course delegates are kindly requested to register at least 4 weeks in advance

METHOD OF PAYMENT

1. Please find enclosed a cheque for US\$ _____ made payable to **Advanced Studies and Training Centre**

2. Transfer : Commercial Bank of Dubai
Branch: Mankhool Street | **Account Number** 1000125334
Routing Number: 502320103 | **Swift Code:** CBD – UAE. AD

3. Please invoice my institution.
 An invoice will be sent to the mentioned institution on receipt of registration form. Please fill out the sponsor's details below.

CREDIT CARD:

Please Charge my : (Card Type)
 Master Card Visa Card Others _____

Card Holder Name _____
 Card Number _____
 Expiry Date _____ Security Code o. _____
 Amount to be Charge _____
 Tel. _____ Mob. _____

Card Holder Signature: _____ Date: _____

SAVE MONEY! DISCOUNTS AND PROMOTIONS!

Register one month in advance and received up 10% discount.

Group of 3 more delegates from the same organization receive a 10% discount

OR

FREE Attendance for 5th delegate from the same organization

TRAINING REGISTRATION DETAILS

TERM & CONDITIONS:

1. Fees Include all the tuition, full course documentation, lunches and refreshments for the duration of the program.
2. Incidental expenses: ASTC in NOT responsible for covering airfare or other travel costs incurred by delegates. Delegates will be responsible for their own accommodations.
3. PLEASE NOTE that ASTC reserves the right to refuse admission to the training if proof of payment has not been received prior to the start of the program.
4. An invoice will be sent upon receipt of the registration form. Payment must be received in full 2 weeks prior to the course start
5. **CANCELLATION POLICY**
 - a) A full refund less on administration fee of US\$ 100 will be given for cancellation requests received up to 45 working days prior the event. Cancellation must be made in writing (letter or fax) and reach this office before the 45 days deadline.
 - b) Delegates who cancel than 45 working days before the event, or who don't attend are liable to pay the full course fee and no refunds can be given. However, if you wish to attend the next course, and you have paid your course fee in full, you will only be invoiced for 25% of that course fee. Please note that the next course must take place within the next 6 months of the initial application. Of course, a replacement is always welcome.

I understand and accept the booking Term & Conditions

Signature _____ Date _____

FUNDAMENTAL OF CRUDE OIL and PETROLEUM PRICE MECHANISM



Date : July 23 – 27, 2017

Venue : Dubai, UAE

Training Director : Chandrasekhar Rallapalli

ADVANCED STUDIES & TRAINING CENTRE

Course Objective

- This highly interactive and intensive crude oil & petroleum products
- Pricing mechanism course will provide the attendees with a comprehensive understanding
- Knowledge base of the international physical oil trading business from the perspective of both the trader and the supply analyst.

DISCOUNTS!

- Register one month in advance and received up **10% Discount**
- Group of 3 or more Delegates from the same organization received a **10% Discount.**

or

- **Free attendance for 5th delegate from the same organization**

5 EASY WAYS TO REGISTER AND OBTAIN FURTHER INFORMATION

MEET YOUR TRAINING DIRECTOR:



Chandra is a Chemical Engineer, has worked with one of the world's largest integrated Oil refining company, a Fortune Global 500 Company in India, engaged in Exploration & Production of Oil & Gas, Supply & Trading, Refining & Marketing, in multiple roles spanning across Energy value chain and also worked as Principal Consultant in Energy Trading & Risk Management (ETRM) Practice in Infosys Technologies Ltd.

Highlights:

R. Chandrasekhar

He is a certified International Oil trader with hands-on experience in Trading business.

- Was responsible for complete import operations of over 650,000 barrels per day of feedstock for Jamnagar Refinery, World's largest refining complex. Worked in the Crude Procurement team in the trading arm handling different portfolios including Physical Trading, Supply Operations and Scheduling etc. His previous roles within the group involved contract implementation, commercial tanker operations, inventory management, cargo scheduling and freight optimization.
- Business Analyst for design and development of Market Risk solution for calculating Value at Risk (VaR) for an integrated Energy Major in North America.
- His other expertise include blue-printing and Detailed functional design of integrated Information System for an integrated Refinery & Petrochemical complex. Has varied and rich experience in manufacturing, Trading & Risk Management providing expert engineering and consulting services to Oil & Gas Industry.
- His other functions include Quality and quantity assessment of Crude Oil including Hydrocarbon Accounting and Loss Control, VLCC Tanker Scheduling, Operations, SPM / Jetty Scheduling, Freight Optimization and Charter Party implementation
- He has worked on a suite of applications like CommodityXL of Triple point serving entire energy trading cycle starting from deal entry, risk Management, contract administration, operations & logistics management to exposure & MTM calculations, invoicing and settlement.
- Has published papers in international journals like Oil & Gas Finance Journal. Enriched professional work experience at global locations including United States, Europe, Middle-east and Asia Pacific countries.

Academics:

Bachelor of Technology in Chemical Engg, PG Diploma in Business Management, Diploma in Psychology

Would you like to request this course in house?

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UPCOMING OIL & GAS TRAININGS (Please enquire for Schedule Date)

- Fundamental of Crude Oil and Petroleum Price Mechanism
- Oil Trader Development Workshop
- Fundamentals of the Oil and Gas Industry
- Economic Aspect s of Production Sharing Contracts
- Petroleum Finance and Accounting Principles
- Petroleum Economics
- Fundamentals of Petrochemicals
- Fundamentals of Reservoir Engineering
- Crude Oil and Petroleum Price Mechanism
- Petroleum Project Economics and Risk Management
- Introduction to Oil and Gas Production Technology

WHO SHOULD ATTEND:

Oil Company personnel, Analysts, Management Accountants, Marketers and operators

COURSE MATERIALS

Notes, handouts and exercise materials

COURSE OUTLINE

Overview of International Oil Trading - Refining, Logistics, Supply & Trading

1. Global Energy Markets

- a. Global fundamentals
- b. Economic Outlook
- c. Supply & Demand balances

2. Essentials of Trading

- a. Market Structure
- b. Term & Spot Contracts
- c. Trading Position (LONG/ SHORT)

3. Crude Oil Evaluation & Selection

- a. Characteristics of crude Oil
- b. Evaluation of crude oil
- c. GPW Calculation

4. REFINING

- a. Overview
- b. Factors influencing the margin
- c. Margin Optimization
- d. Refining Processes
- e. Planning & Scheduling

6. SHIPPING & FREIGHT

- a. Charter party
- b. Freight calculations
- c. Freight trading

7. Operations & Logistics

- a. Overview of operations
- b. Oil Movement & Logistics
- c. Laytime & demurrage

8. Oil Trading- Physical

- a. Physical Oil markets & Pricing
- b. Arbitrage Trading
- c. Pricing Mechanism
- d. Pricing- Crude/ Product/ LNG

9. Risk Management

- a. Measurement of Risk
- b. Hedging
- c. Freight Risk Management
- d. Refinery margin Management

5 EASY WAYS TO REGISTER & OBTAIN FURTHER INFORMATION