

Registration and Further Information

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

Oil Trader Development Workshop

- 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

Oil Trader Development Workshop

July 30 – Aug 03, 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 Other _____

Card Holder Name _____

Card Number _____

Expiry Date _____ Security Code No _____

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 is 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 _____



Training for Success



OIL TRADER DEVELOPMENT WORKSHOP

Date : July 30 – Aug 03, 2017

Venue : Dubai, UAE

Training Director : Prof. Tom James

ADVANCED STUDIES & TRAINING CENTRE

COURSE OBJECTIVE

- ❖ Expertise in the oil and energy markets and electronic trading to bring you the Oil Trader Development programme.
- ❖ You will review the key market drivers for the Global Oil markets, the derivative markets that can help us manage the volatility in the markets.
- ❖ Gain insight and practical guidance on how to manage yourself as a trader in the markets with the help of our experienced training team.

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.
- ❖ Free attendance for 5th delegate's from the same organization

5 EASY WAYS TO REGISTER AND OBTAIN FURTHER INFORMATION

1 – Tel : +971 4 221 1141

2 – Fax : +971 4 221 1848

3 – P. O. BOX : 6878, DUABI, UAE

4- Website : www.astcdubai.com

5 – E-mail : info@astcdubai.com

MEET YOUR TRAINING DIRECTOR:

Professor Tom James, MEI, MA is an International Natural Resource executive and entrepreneur with a broad with a broad 22-years career in natural resources trading, investment banking and knowledge based service. He has shared his knowledge and successfully trained many 1,000s of traders and management in the sector via regular public seminars and through his work with universities, and advises many companies on business strategies in the energy and commodity markets.

He co-founded Navitas Resources, an energy and commodity knowledge based service group, headquartered in Singapore, with offices and associates at key locations around the world. Clients include some of the world's major oil and mining firms, investment banks and state owned enterprises in this sector.

Prof. Tom James

Tom expertise include Oil, Gas, Bio Fuels, LNG, and Global Commodity markets including emissions markets, agriculture markets, and metals. His broad experience cover investment, trading and business strategy across the globe with a particular focus on Asian, Central Asian, Middle East and European Markets. Tom acts as a senior consultant to industry and us an Expert reviewer, Expert Witness and Investigator in Litigation and arbitration cases.

Would you like to request this course in house?

Customized Training Programs

The in-house training of Advanced Studies and Training Center

Tel: +971 4 221 1141, Email: info@astcdubai.com

Who Should Attend:

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

COURSE OUTLINE**SESSION – 1**

- International Physical Oil Arbitrages, Links and Pricing Hubs
- Oil Price Behavior & Key Drivers
- Oil price behaviour to aid decision making and timing around physical inventory and or hedging and lifting windows
 - International Product OTC Swaps and link to Brent Crude Oil o Group Exercise
 - Understanding Oil Market Price Behavior
 - The Linked World of Financial Oil Price
 - Contango / Backwardation Analysis approach and application in trading
 - Traditional key fundamental analysis and application in trading

Advanced Analysis and interpretation of Oil Price Behavior

- Fundamental Analysis
- Technical's Analysis of oil futures benchmarks
- Analysis techniques for Platts Physical market data
- AV numbers and Pivot Points (CACT)
- Exercise Application in case studies of Analysis Tools
- Exercise in Physical cargo optimisation purchasing o All roads lead back to Brent Crude

SESSION – 2

- Strategy & Hedging Timing Opportunity
Crude Oil Markets and Instruments: Physical and Financial Trading
- Forwards, swaps, exotic swaps (extendable, double-up), basis swaps, options, Asian options, EFPs
Refined Products Markets and Instruments: Physical and Financial Trading
- Trading 'crack spreads', refineries as 'derivatives'
- Forwards, swaps, basis swaps, options, Asian options, crack spread options

Duration: 5 Days**SESSION – 3****Types of strategies and approaches**

Strategy Workshop: End User, Producer, Utility, Physical trader scenarios

Case Study: Freight rate trading and hedging

Options & Risk Management Approaches

- Using energy options: hedging & speculation
- Managing the Trading Emotions
- Group Exercise
 - Market Psychology
- Trader mindsets
- Trading plans and removing the emotional factor
- Taking a loss - Taking a profit
- Communication skills
- Market conspiracy - you versus the market

Scenario Based Trading Games

- Each delegate will have a system set-up for the oil markets and will execute both OTC and futures market orders reacting to real-time scenarios presented using a PC Based trading simulation exercises

SESSION - 4**Understanding & Controlling Risks in Energy Markets**

Strategic and Tactical Issues Around Hedging with Energy Derivatives

- Understanding operations and entity-wide objectives
- The "Risk Matrix" (C) Tom James 2001-2012
 - Credit Risk o Market Risk
- Evaluating the impact of indication vs hedging. Payoffs under different scenarios
- Evaluating the use of derivatives to control market risk and linking use to entity-wide and activity-level objectives (the risk matrix)
- Defining risk management activities and terms

Designing Policies and Procedures Around Market Risk, Credit Risk And Operational Risks

- The "Risk Onion" (C) Tom James 2012
 - Risk Framework
 - Exercise in Excel building Framework for Risk Allocation
 - Best Practice Discussion
- Communicating and enforcing the policies

SESSION - 5**Risk Management**

- Understanding and interpreting 'at-risk' measures, VaR
- Overview of methodologies: Analytic, Monte Carlo and historical simulation
- Enhancing exposure reports with risk analysis

Stress Tests In Energy Markets

- Stress tests as a complementary tool to VaR and other market risk measures - Case studies selecting appropriate Stress Tests for various scenarios - Case studies working through possible stress tests for your organisation
- Types of stress tests and main applications
- Integrating liquidity, credit and operational risk in the formal risk management process

Value at Risk Measurement

- Running of VAR risk simulation using online Value at Risk system. (Hyper-Rig and Aspect)
- Case study to calculate operating the correct inputs and output parameters
- Risk Report design and formats
- Operational Risk
 - Back Office structure and reporting
 - Controls framework
 - Straight through processing
 - Inputs review and control framework

5 EASY WAYS TO REGISTER & OBTAIN FURTHER INFORMATION