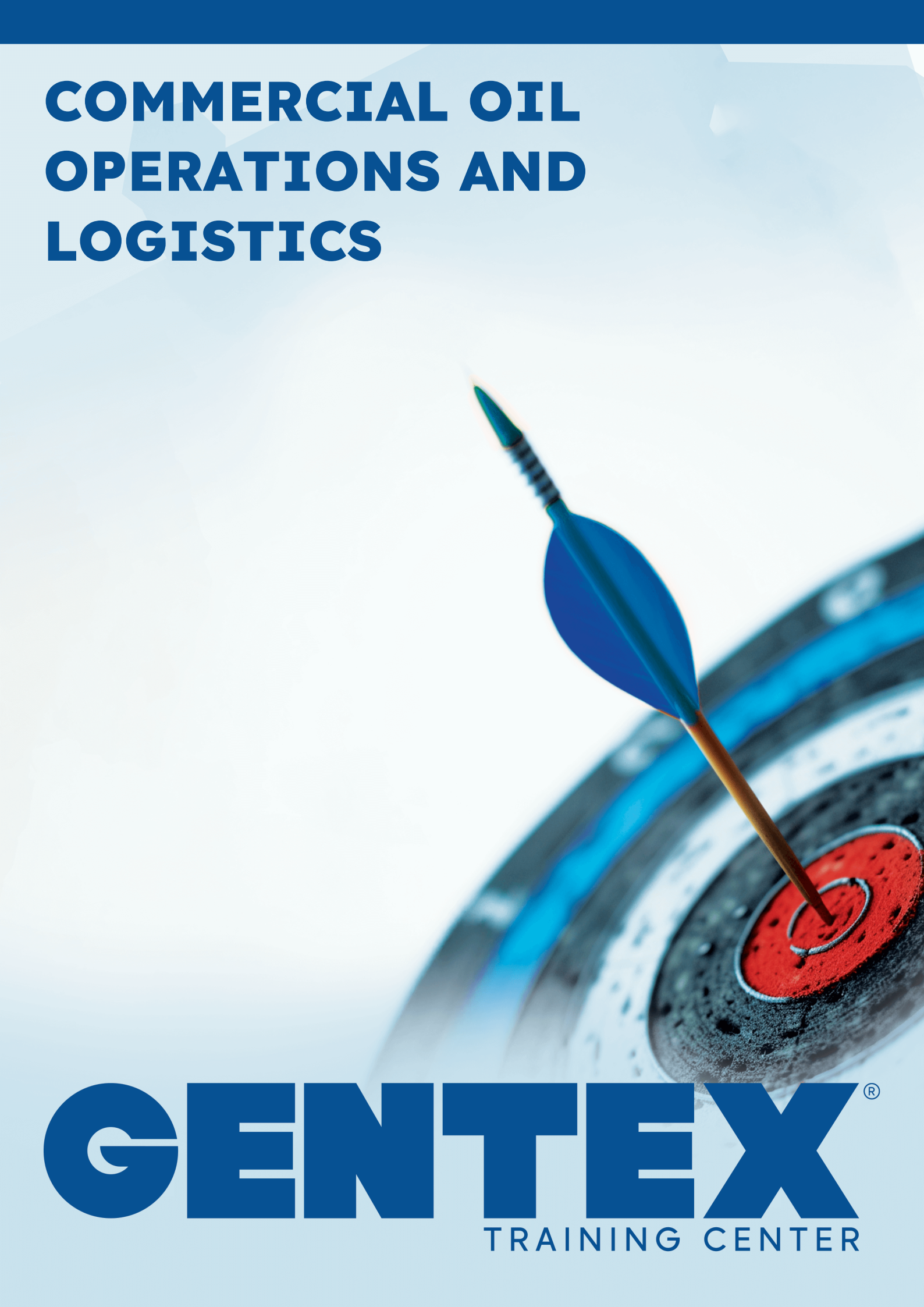
COMMERCIAL OIL OPERATIONS AND LOGISTICS



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TRAINING CENTER

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Step 1 Classification □□□□□□□

Category: Engineering, Construction & Industrial Operations Courses Subcategory: Oil & Gas Engineering Training Courses Next-best alternative: Operations & Supply Chain Management Training Courses

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Commercial Oil Operations and Logistics Training Course □□□□ □□□□□□□□ □□□□□□□□ □□□□□ □□□□□□□□□□

Introduction

The commercial side of oil turns a barrel in a tank into a delivered deal on agreed terms and on time. It covers buying and selling, cargo pricing and price references, transport and storage arrangements, scheduling, documentation, settlement, and coordination between procurement, trading, operations, and finance. A single wrong contract clause or measurement error can become an expensive dispute. This Commercial Oil Operations and Logistics Training Course gives trading, operations, and logistics professionals a working method for managing that cycle. Participants learn contracts and delivery terms, cargo scheduling, quality and quantity measurement, documentation, storage, hedging, and final settlement.

Commercial Oil Operations and Logistics Course Objectives

- Apply the commercial oil deal cycle from opportunity identification to final settlement.
- Read commercial contracts including delivery, payment, accounting, and penalty terms.
- Apply Incoterms rules and the trading terms common in oil transactions.
- Manage cargo scheduling with tank, vessel, and pipeline allocation.

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- Assess quality and measure quantities with volume and temperature correction.
- Administer shipping, storage, receipt, and transport documentation.
- Control discrepancies, losses, and settlements with counterparties.
- Manage price, currency, and counterparty risk using hedging instruments.
- Coordinate across procurement, trading, operations, finance, and customs.
- Measure commercial operations performance with cost, accuracy, and cycle time indicators.

Course Methodology

- Facilitated sessions built on real oil contracts, bills of lading, and operations records.
- Case workshops on delivery disputes, quality discrepancies, and loss settlements.
- Spreadsheet drills on volume correction, loss calculation, and settlement computation.
- Simulation of a complete deal cycle from contracting to settlement.
- Group exercise on a commercial and logistics operations improvement plan.

Who Should Take This Course

- Commercial oil operations and products trading staff.
- Cargo schedulers and vessel allocation coordinators.
- Oil terminal, tank farm, and storage logistics officers.
- Contracts and commercial documentation staff.
- Quantity measurement and quality control officers.
- Finance staff handling commercial settlements and invoices.

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Commercial Oil Operations and Logistics Course Outlines

Day 1: The Oil Deal Cycle and Commercial Contracts

- Deal parties: supplier, buyer, trader, carrier, and bank.
- Commercial contract types in crude and refined products.
- Delivery, payment, accounting, and penalty terms.
- Incoterms rules and the trading terms common in oil transactions.
- Pricing, price references, and pricing periods.
- Settlement clause and quality and quantity adjustment.
- Counterparty relationship and credit risk management.

Day 2: Operations Scheduling and Resource Allocation

- Cargo scheduling with tank and vessel allocation.
- Pipeline planning and blending operations.
- Capacity and constraint management at terminals and berths.
- Coordination with suppliers, carriers, and customs authorities.
- Preparing loading and discharge plans and time slots.
- Handling delay, change, and contingency situations.
- Documenting the schedule and sharing it with stakeholders.

Day 3: Quality, Measurement, and Documentation

- Product quality standards and laboratory test results.
- Quantity measurement with volume and temperature correction.

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- Calculating discrepancies and losses in transit and storage.
- Shipping documents: bill of lading, quality certificate, and quantity certificate.
- Matching documents with contract terms and customs requirements.
- Weights and measures controls and verification.
- Record archiving and retention for audit purposes.

Day 4: Oil Logistics, Storage, and Handling

- Operating oil ports, berths, and marine loading.
- Sea transport, tanker specifications, and technical requirements.
- Road and rail transport for oil consignments.
- Tank farms, storage tanks, and pipeline systems and their operation.
- Safety and security controls in handling operations.
- Spill response and environmental emergency procedures.
- Storage and inventory risk management and control.

Day 5: Hedging, Settlement, and Performance

- Price, currency, and counterparty risk.
- Hedging instruments: futures, options, and swaps.
- Final settlement, claims, and penalties.
- Analysing deal outcome and profitability.
- KPIs: cost per barrel, cycle time, and delivery accuracy.
- Management reporting and executive review.
- Building a commercial and logistics operations improvement roadmap.

Conclusion

By successfully completing the Commercial Oil Operations and Logistics Training Course, participants will have acquired a thorough working knowledge of commercial oil contracts, operations scheduling, quality assessment, quantity measurement, shipping documentation, oil logistics and storage, hedging, settlement, and performance measurement. They will leave able to run an oil deal cycle accurately, cut documentation and measurement errors that drive costly settlements, and manage commercial and logistics risk with confidence. Gentex Training Center delivers this programme with oil trading and logistics practitioners who manage these operations in live environments.

FAQs for the Commercial Oil Operations and Logistics course

Q1 What is the "Commercial Oil Operations and Logistics" course about?

It is a five-day programme on running the commercial side of oil deals and their logistics. It covers commercial contracts and delivery terms, scheduling, quality and quantity measurement, shipping documentation, storage and marine logistics, hedging, settlement, and performance measurement.

Q2 What are the key benefits of the "Commercial Oil Operations and Logistics" course?

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Participants reduce documentation and measurement errors that turn into costly disputes, improve cargo scheduling and coordination between parties, and manage price, currency, and counterparty risk deliberately. They also gain indicators covering delivery accuracy, cycle time, and deal profitability.

Q3 What skills will I gain from the "Commercial Oil Operations and Logistics" course?

You will gain commercial oil contract and deal cycle management, operations scheduling with cargo and vessel allocation, quality assessment and quantity measurement with documentation control, and logistics, hedging, settlement, and performance management.

Q4 What tools, methods, or standards are covered in the "Commercial Oil Operations and Logistics" course?

The course works with commercial oil contract types and delivery, payment and penalty terms, Incoterms rules and standard trading terms, price references and pricing periods, cargo scheduling with tank and vessel allocation, pipeline and blending planning, product quality standards and laboratory testing, volume and temperature correction, loss and discrepancy calculation, bills of lading and quality and quantity certificates, weights and measures controls, oil port and berth operations, tanker specifications, safety and spill response procedures, hedging instruments including futures, options and swaps, final settlement and claims procedures, and commercial performance indicators.

Q5 How is the "Commercial Oil Operations and Logistics" course applied in real-world practice?

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Teams apply it when preparing and pricing an oil deal, scheduling a cargo and allocating a vessel, verifying a quality certificate and measured quantity, matching documents against contract terms, handling a quantity discrepancy and settling it, and reviewing deal outcome and profitability.