GLOBAL ENERGY MARKETS & PRICING



GENTEX®
TRAINING CENTER

GENTEX Training Center LLC | Orlando - FL, USA
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Introduction

Global Energy Markets & Pricing Training Course builds the market knowledge that energy professionals need to interpret prices, trade flows and risk across oil, gas, power and refined products. Participants learn how physical supply, inventories, shipping and financial markets combine to set prices in different regions. The programme covers benchmark grades, gas and LNG pricing mechanisms, futures curves, crack spreads and the role of OPEC and storage. Furthermore, it examines hedging, freight economics and the geopolitical factors that move markets quickly. As a result, delegates can read market signals, build price views and support trading, planning and procurement decisions. Gentex Training Center delivers the programme through live data workshops and market case work.

Global Energy Markets & Pricing Course Objectives

- Explain how global crude, gas, power and product markets are structured.
- Interpret benchmark grades including Brent, WTI, Dubai and Oman and their differentials.
- Analyse gas and LNG pricing mechanisms across hub, oil-linked and regulated markets.
- Read futures curves, contango, backwardation and time spreads correctly.
- Calculate crack spreads, refinery margins and inter-product price relationships.
- Assess the role of inventories, storage, freight and shipping economics in pricing.
- Evaluate OPEC policy, spare capacity and geopolitical supply risk.
- Apply hedging instruments including futures, swaps, options and collars.
- Build scenario and price deck analysis for planning and procurement.
- Present market views clearly to management, traders and investment committees.

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Course Methodology

The course combines concise market briefings with hands-on data workshops and trading case simulations. Participants analyse live price data, construct balances and forward curves, and test hedging and procurement scenarios. In addition, structured peer review and group debate sharpen market judgement, and every day closes with an applied market task.

Who Should Take This Course

- Energy traders, analysts and market researchers.
- Planning, budgeting and corporate finance professionals in energy firms.
- Procurement and supply managers buying energy and fuels.
- Treasury, risk and hedging specialists.
- Refiners, marketers and supply chain commercial staff.
- Investment analysts, bankers and advisers covering energy.

Global Energy Markets & Pricing Course Outlines

Day 1: Market Structure and Price Formation

- Structure of global crude, gas, power and refined product markets.
- Benchmark grades: Brent, WTI, Dubai, Oman and regional differentials.
- Physical versus financial markets and how they interact.
- Market participants: producers, refiners, traders, utilities and investors.
- Role of inventories, storage and freight in short-term pricing.
- Price reporting agencies and market data sources including Platts and Argus.
- Workshop: mapping the route of a barrel and a gas cargo to market.

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Day 2: Crude and Refined Product Pricing

- Crude valuation, quality differentials and refinery netback calculations.
- Futures, forwards, swaps and options in oil markets.
- Contango, backwardation, time spreads and calendar spreads.
- Crack spreads, refinery margins and product relationships.
- Trade flows, arbitrage and shipping economics.
- Freight rates, chartering and delivered cost calculations.
- Workshop: building a crack spread and netback model.

Day 3: Natural Gas, LNG and Power Markets

- Hub pricing in North America and Europe and Asian LNG pricing.
- Oil-linked contracts versus hub-indexed and regulated tariffs.
- LNG supply chains, liquefaction, shipping and regasification economics.
- Seasonal storage, weather sensitivity and demand seasonality.
- Power market structures, merit order and marginal cost pricing.
- Interfuel competition between gas, coal and renewables.
- Workshop: comparing gas pricing mechanisms across three markets.

Day 4: Market Drivers, Risk and Hedging

- OPEC policy, spare capacity and quota compliance.
- Geopolitical risk, sanctions and supply disruptions.
- Demand drivers, economic growth and energy transition effects.
- Volatility measurement and risk metrics including value at risk.
- Hedging with futures, swaps, options and collars.

- Basis risk between benchmarks and realised sale prices.
- Workshop: designing a hedging strategy for a price exposure.

Day 5: Price Outlook, Planning and Decision Support

- Fundamental and scenario approaches to building a price view.
- Constructing base, high and low price decks for planning.
- Aligning price assumptions with budgets, procurement and investment models.
- Benchmarking forecasts against consensus and forward curves.
- Presenting market views to management and investment committees.
- Reviewing forecast accuracy and updating assumptions regularly.
- Workshop: defending a market view and price deck before a review panel.

Conclusion

By successfully completing Global Energy Markets & Pricing Training Course, participants will have acquired the knowledge to interpret energy prices, trade flows and market risk across global markets. They will understand price formation, benchmarks, futures curves, crack spreads, gas and LNG pricing, hedging and price deck construction, and they will know how to turn market signals into decisions. As a result, delegates support better trading, planning and procurement outcomes. Gentex Training Center builds the programme around current market practice.

FAQs for the Global Energy Markets & Pricing course

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Q1 What is the "Global Energy Markets & Pricing" course about?

It explains how oil, gas, power and refined product prices form worldwide. You learn benchmark grades, gas and LNG pricing mechanisms, futures curves, crack spreads, trade flows and hedging, then build price views for planning and procurement.

Q2 What are the key benefits of the "Global Energy Markets & Pricing" course?

You gain the ability to read market signals and challenge price assumptions instead of accepting them. You also improve procurement and hedging decisions, understand freight and netback economics better, and build price decks that hold up in management and committee review.

Q3 What skills will I gain from the "Global Energy Markets & Pricing" course?

You will gain energy market and price formation analysis, futures curve and crack spread analysis, gas and LNG pricing assessment, and hedging strategy and price deck development.

Q4 What tools, methods, or standards are covered in the "Global Energy Markets & Pricing" course?

The course covers Brent, WTI, Dubai and Oman benchmark pricing, hub and oil-linked gas and LNG pricing, price reporting data from Platts and Argus, futures curve analysis with contango and backwardation, crack spread and netback modelling, freight and arbitrage economics, hedging with futures, swaps, options and collars, and value at risk measurement.

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Q5 How is the "Global Energy Markets & Pricing" course applied in real-world practice?

Graduates apply it to prepare price decks for budgets and long-range plans, support fuel procurement and hedging programmes, assess delivered cost and freight exposure, evaluate refinery and trading margins, and brief management and investment committees on market outlook and risk.