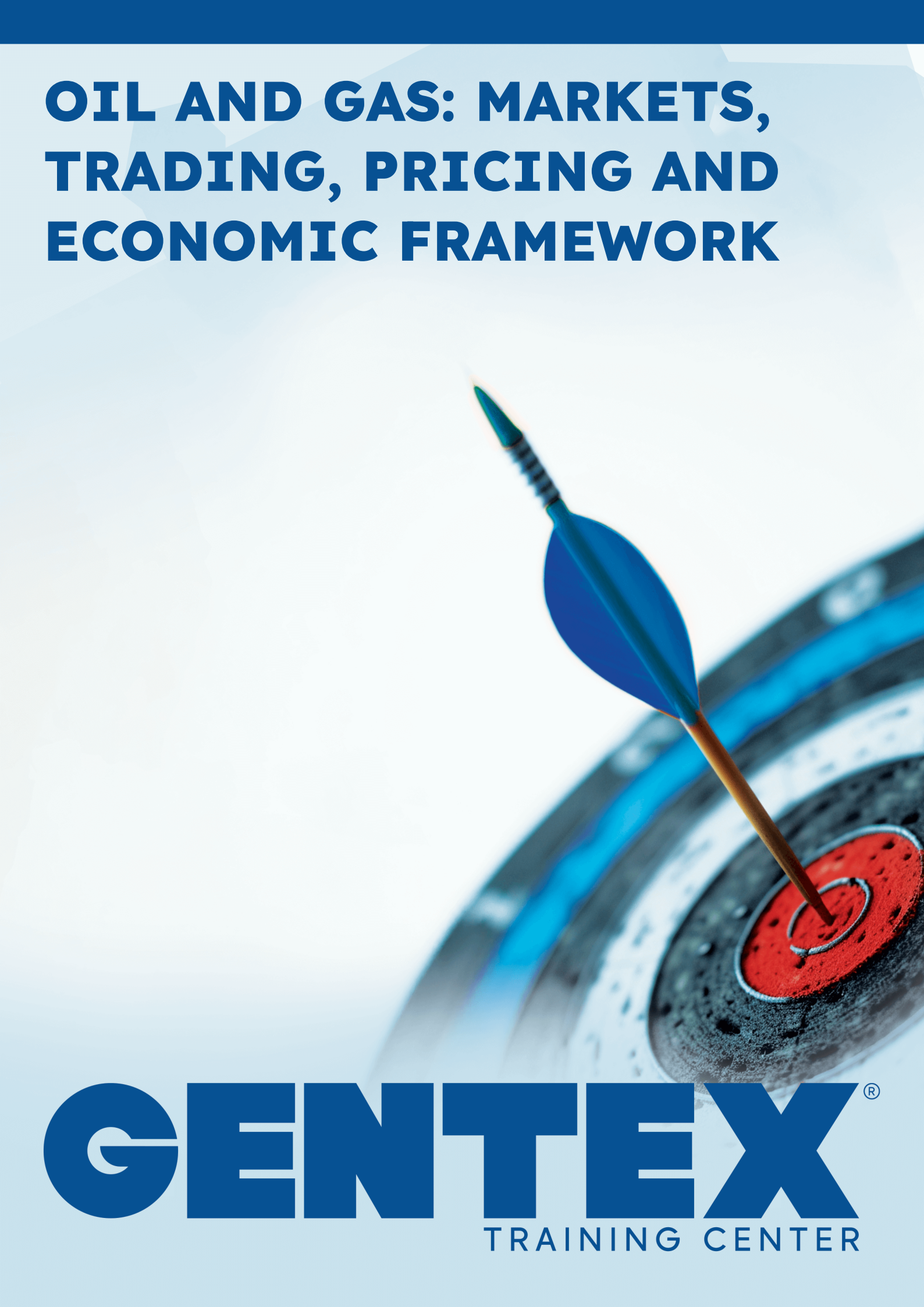
OIL AND GAS: MARKETS, TRADING, PRICING AND ECONOMIC FRAMEWORK



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TRAINING CENTER

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Introduction

Oil and Gas: Markets, Trading, Pricing and Economic Framework Training Course builds the commercial knowledge that energy professionals need to operate in physical and paper markets. Participants learn how crude, gas and refined products are priced, traded and delivered, and how the economic framework around the industry shapes decisions. The programme covers benchmark grades, price formation, futures and derivatives, trading and risk management, freight and netback economics, and fiscal and contractual frameworks. Furthermore, it addresses hedging, market data and the geopolitics that move prices. As a result, delegates can read market signals and support trading, planning and procurement decisions. Gentex Training Center delivers the programme through live data workshops and trading case work.

Oil and Gas: Markets, Trading, Pricing and Economic Framework Course Objectives

- Explain the structure of global oil, gas and refined product markets.
- Interpret benchmark grades including Brent, WTI, Dubai and Oman and their differentials.
- Apply price formation through physical balances, inventories and financial markets.
- Read futures curves, contango, backwardation and time spreads correctly.
- Calculate crack spreads, refinery margins and netback values.
- Distinguish physical trading, derivatives trading and hedging purposes.
- Apply hedging instruments including futures, swaps, options and collars.
- Assess freight, shipping and arbitrage economics in trade flows.
- Evaluate fiscal and contractual frameworks including production sharing terms.
- Build price decks and market views for planning and procurement.

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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, build forward curves and netback calculations and test hedging 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.
- Commercial and supply staff in oil, gas and refining companies.
- Procurement and supply managers buying energy and fuels.
- Treasury, risk and hedging specialists.
- Petroleum economists and planning professionals.
- Investment analysts, bankers and advisers covering energy.

Oil and Gas: Markets, Trading, Pricing and Economic Framework Course Outlines

Day 1: Market Structure and Price Formation

- Structure of international crude, gas 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, consumers 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.

Day 2: Trading Instruments and Derivatives

- Physical trading: spot, term, cargo and pipeline transactions.
- Forwards, futures, swaps and options in oil and gas markets.
- Clearing, margining and counterparty risk in trading.
- Contango, backwardation and time spread trading.
- Crack spreads, refinery margins and inter-product relationships.
- Basis risk between benchmarks and realised sale prices.
- Workshop: building a forward curve and crack spread model.

Day 3: Pricing Mechanisms, Freight and Netbacks

- Crude valuation, quality differentials and netback calculations.
- Refinery economics and crude selection.
- Gas pricing: hub, oil-linked and regulated mechanisms.
- LNG pricing structures and delivered cost assessment.
- Freight rates, chartering and delivered cost calculations.
- Arbitrage windows and trade flow analysis.
- Workshop: calculating netbacks and assessing an arbitrage opportunity.

Day 4: Trading Risk, Hedging and Market Drivers

- Identifying price, volume, currency and counterparty risk.
- Hedging policy design and instrument selection.
- Futures, swaps, options and collar strategies in practice.
- Volatility measurement and value at risk concepts.

- OPEC policy, spare capacity and geopolitical supply risk.
- Demand drivers, economic growth and energy transition effects.
- Workshop: designing a hedging strategy for a price exposure.

Day 5: Economic Framework, Price Outlook and Decision Support

- Fiscal and contractual frameworks including production sharing contracts.
- Government take, contractor take and their effect on project value.
- Building price decks for budgets and long-range planning.
- 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 Oil and Gas: Markets, Trading, Pricing and Economic Framework Training Course, participants will have acquired the knowledge to interpret energy markets, trade in them and place them in an economic framework. They will understand price formation, benchmarks, derivatives, netback and freight economics, hedging and fiscal terms, 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.

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FAQs for the Oil and Gas: Markets, Trading, Pricing and Economic Framework course

Q1 What is the "Oil and Gas: Markets, Trading, Pricing and Economic Framework" course about?

It explains how oil, gas and refined products are traded and priced. You learn benchmark grades, price formation, derivatives, netback and freight economics, hedging and the fiscal framework, then build price views for planning and procurement.

Q2 What are the key benefits of the "Oil and Gas: Markets, Trading, Pricing and Economic Framework" course?

You gain the ability to read market signals and challenge price assumptions rather than accepting them. You also improve hedging and procurement 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 "Oil and Gas: Markets, Trading, Pricing and Economic Framework" course?

You will gain energy market and price formation analysis, trading instrument and derivatives analysis, netback, freight and pricing mechanism assessment, and hedging strategy and price deck development.

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Q4 What tools, methods, or standards are covered in the "Oil and Gas: Markets, Trading, Pricing and Economic Framework" course?

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

Q5 How is the "Oil and Gas: Markets, Trading, Pricing and Economic Framework" course applied in real-world practice?

Graduates apply it to prepare price decks for budgets and long-range plans, assess delivered cost and freight exposure, evaluate refinery and trading margins, design and review hedging programmes, screen trade and arbitrage opportunities, evaluate fiscal terms on projects, and brief management and investment committees on market outlook and risk.