

# **SPECIALIZATION MINI-MBA IN TRADE REFINED PRODUCTS AND NATURAL GAS**



**COORDINATOR: ENG. CARLOS NEVES**

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## **Plan of Specialization Mini-MBA in Trade Refined Products and Natural Gas**

### **Total Length:**

50 Hours

### **Target Audience:**

This Specialization Mini-MBA is aimed at all professionals who need to deepen their knowledge in international trade of petroleum products, with a focus on refined products and natural gas, including marketers and top managers.

### **Outcome Profile:**

All students are entitled to a certificate of participation in MINI-MBA.

Additionally and without any additional cost, can undergo a proficiency test at the end of the Specialization Mini-MBA. This is optional and after approval, participants receive a certificate of "Approved in the Evaluation Exam." **This certificate provides access to academic equivalence disciplines at level of Bachelor or Master according to the University chosen by the student.**

High Skills cannot ensure the level of credits earned because they are only the responsibility of the university and Specialization Mini-MBA chosen by the participant.

### **Pre requirements:**

Not applicable.

### **General objective:**

This Specialization Mini-MBA aims to provide participants the knowledge and skills to understand and act in international trade of petroleum, refined petroleum products and natural gas, including Logistics and Inventory Management.

### **Specific objectives:**

At the end of this Specialization Mini-MBA the participants will know:

- ✓ How and interconnect the different branches of activity as well as technical and financial risks of doing business;
- ✓ What are the various features distribution;
- ✓ How to Service and Sale of Fuel;
- ✓ Ensure the loyalty of its customers;
- ✓ How to increase the success of operations by focusing on the function of the quality and customer satisfaction;
- ✓ Understand the vision and the role of distribution of products;

- ✓ Organize and improve oil product flows;
- ✓ How to act in the international market of petroleum products and natural gas;
- ✓ Analyze the reference price and realize the futures market;
- ✓ Understand the risks and exposure prices.

#### Modular structure and workload:

Module	Duration
<i>Module 0 – Opening</i>	
<i>Module I – Introduction to Trading</i>	3h
<i>Module II – The International Market Oil and Natural Gas</i>	3h
<i>Module III – The Maritime Transport – Oil Logistics</i>	6h
<i>Module IV – Buy &amp; Sell (Trading) Oil and Refined</i>	6h
<i>Module V – Buy &amp; Sell ( Trading) Natural Gas</i>	6h
<i>Module VI – Future Markets</i>	6h
<i>Module VII – Risks and Exhibition</i>	6h
<i>Module VIII – Additional Information – Specifications of Refined Products</i>	6h
<i>Module IX – Exam Preparation</i>	8h
<i>Module X – Closing</i>	
<b>Total</b>	<b>50h</b>

#### Program Content:

##### **Module 0 – Opening**

- Presentation of trainers and trainees;
- Presentation of the objectives and training program operating methodologies.

##### **Module I – Introduction to Trading**

- World Energy Market in 2013 perspective for 2030;
- Oil as an energy source;
- Commercialization of importance Brief historical summary.

##### **Module II – The International Market Oil and Natural Gas**

- Market fundamentals: Supply, demand, stocks and prices;
- Main actors: IOCs (Majors), NOCs, refiners, blenders, traders, brokers and other key markets;
- Statistics on Consumption and Production (incl. Refineries).

### **Module III – The Maritime Transport**

- Introduction to Shipping;
- Characteristics of vessels, freight and Worldscale;
- Freight reference sources;
- Chartering of contracts (for travel and time): Typical clauses Stays and over-stays.

### **Module IV – Buy & Sell (Trading) Oil and Refined**

- Contracts in the oil industry;
- Buying and selling arrangements – Incoterms (International Commercial Terms);
- Reference prices and arbitration in major markets prices, formulas and typical terms of pricing.

### **Module V – Buy & Sell (Trading) Natural Gas**

- Market functioning – reference prices;
- Supply fundamentals;
- Fundamentals of Search;
- The transport – physical transactions.

### **Module VI – Future Markets**

- Futures markets and hedging mechanism and tools Derivatives pricing and margin protection  
Functionality: NYMEX and ICE – electronic platforms and OTC market behavior: Contango and Backwardation.

### **Module VII – Risks and Exhibition**

- Risks of Trading Price of the exhibition.

### **Module VIII – Additional Information – Specifications of Refined Products**

- Specifications Refined products: properties and tests in the oil industry;
- Quality important in trading;
- Quality of petrol diesel quality.

### **Module V – Exam Preparation**

- Assess and evaluate the knowledge acquired.

### **Module VI – Closing**

- Specialization MIni-MBA evaluation: trainers and trainees.

### Methodology:

This Specialization Mini-MBA aims to promote an interactive environment between the trainer and the group as well as among all trainees. Like this refers to an approach of the contents through the use of diverse methods and teaching techniques.

<b>Moment / Objective</b>	<b>Method / Technique</b>
Modules I to VIII	Expository Demonstrative Active
Modules I to VIII	Analysis of Real Cases
In every modules.	Interrogative

### Students Assessment:

The assessment techniques indicated are framed by the three time points as follows, expressed by the following table:

<b>Moment</b>	<b>Technique</b>	<b>Instrument</b>	<b>Objective</b>
Initial	Oral questions formulation	Script of questions	Prerequisites verification
Formative	Observation	Grid Observation	Performance assessment throughout the sessions
Summative	Assessment	Test	

### Didactic Resources:

- Training Room;
- Video projector;
- Theoretical documentation;
- Trainee Kit.

**Training Team:**

**Eng. Carlos Neves**

Degree in Geology (1971-1974)

Master in Petroleum Geology (1985-1987)

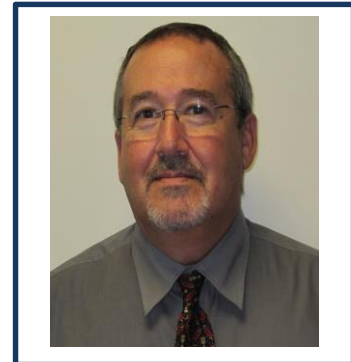
Senior Petroleum Geologist

20 years at Petróleo Brasileiro S.A. (Brazil)

20 years at Partex Services Corporation (Portugal)

Company linked to the Calouste Gulbenkian Foundation

Training Course for Trainers (2017)



Field geologist for eight years in Brazil and Kazakhstan, Oil and gas exploration and production manager in Brazil and the Middle East, Operations geologist in Brazil and Kazakhstan, Consultant and Trainer in large companies in Portugal.

He has international experience in different multidisciplinary environments in projects related to research, exploration and production of hydrocarbons.

Speaker at conferences on oil and environment topics, with articles published on oil and gas research topics.

**Professional Career:**

From June to December 2019, Trainer at Key Training and Consulting, in the areas of O&G Procurement and Mineral Products.

From August 2020, Trainer at High Skills Lda. - Training and Consulting Lda. Namely in the Mini-MBA in the area of oil and gas.

### Conditions:

If you have more than two participants contact us to know our business benefits!

**High Skills – Formação e Consultoria, LDA.**

Avenida de Berna, nº 8 1050-040 Lisboa, Portugal

Nº fiscal: 513 084 568

Registration is confirmed only after issuance of the pro-forma invoice / final invoice and payment thereof.

### Cancellations and Miss of Presence:

Trainee/s may cancel their subscription up to 6 business days prior to the Specialization Mini-MBA start date.

The (s) trainee (s) may be substituted by other (s) participant (s) and must report the change within 5 working days before the Specialization Mini-MBA starts.

If Trainee (s) don't show up at the beginning of the training day will not lead to a refund of the registration fee and will be charged in full.

### Application form

1. CLIENT (Fill in when the Forming is not final customer)			
Entity:		Telephone:	
Responsible:		E-mail:	
Address:			
Postal Code:		Fax:	
VAT Number:			
2. GRADUATES DATA			
Name:			
E-mail:			
Naturality:			
Mini-MBA:	Specialization Mini-MBA in Trade Refined Products and Natural Gas		
Birth Date:		Nacionality:	
Passport:		Expiration date:	

### Possible contacts for more information:

E-mail: [geral@highskills.pt](mailto:geral@highskills.pt) Phone: +351 217 931 365