

Petrogenium. Academy

Performance Improvement

Petrochemicals Product Pricing Strategies Course

Consultant / Trainer
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The **Petrogenium**. Petrochemicals Product Pricing Strategies Course will support you with in-depth understanding of different petrochemical pricing mechanisms, leveraging them as well as hedging tools. This comprehensive course will help you to deploy appropriate pricing strategies to grow profitability and mitigate pricing risks with a lot of practical hands-on information. No high-level consultancy speak, but the real thing!

This course can be given face-to-face or remotely. The presentations are interactive, supported with slides that also serve as a dedicated course manual (PDF file). The course includes interactive discussions and participant topics (on demand, aided by short videos, exercises and Q&A sessions). Learning assessment is through a written assessment (if required).



Participants

This **Petrogenium**. course can be tailored for awareness or inexperienced staff, for intermediate and for experienced personnel. Furthermore, the course can be customized for a specific plant or unit. The option for post-course consultancy/help-desk support is also available.

Participants may include: Petrochemical Sales, Marketing and Business Development Managers, Petrochemical Distributors, Procurement Managers, Petrochemical Plant Managers, Production Managers, Finance Manager.



Learning Objectives

Upon completion of this course, participants will be able to:

- Understand Petrochemical Pricing Drivers & Production Economics
- Understand different pricing mechanisms (floating market-related, fixed pricing, cost-related)
- Understand pricing opportunities and risks of different pricing mechanisms
- Understand of global market dynamics and influence on pricing
- Mitigate pricing risks (sales / purchase strategies, pricing basis, hedging)
- Understand influence of Free Trade agreements and trade barriers on pricing

Programme

DAY 1

- Petrochemical Pricing Drivers & Production Economics
- Product Pricing Mechanisms (Fixed, Market-related, Cost-related)
- Global Market dynamics (Inter-regional arbitrages, FTAs, Trade Tariffs – Anti Dumping Duty)

DAY 2

- Pricing risks & mitigation
- Price Hedging using future derivatives
- Case Study

Why select Petrogenium.?

The above support will be provided by principal consultants with 30+ years world-class experience in the technology and hands-on know-how from operation of refinery units.

Contact Petrogenium.:

Email: training@petrogenium.com

Website: <https://www.petrogenium.com/training/>

Because Experience Matters