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COURSE BROCHURE

# Advanced Oil and Gas Mini MBA in Midstream and Downstream Training Course

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Registered in the United Kingdom and Saudi Arabia

# Advanced Oil and Gas Mini MBA in Midstream and Downstream Training Course

Oil and Gas Mini MBA in Midstream and Downstream is a 2-week training course for engineers stepping into commercial and asset leadership across pipelines, terminals, refineries and fuels marketing, and each participant builds a midstream and downstream business plan. Tariff pressure, volatile crack spreads and shifting fuel demand now reward managers who read a hydrocarbon business through its margins. Jupiter Prime Training delivers this Oil and Gas Mini MBA in Midstream and Downstream.

## Why Oil and Gas Mini MBA in Midstream and Downstream Matters Now

Three forces reshape the businesses that move, process and sell hydrocarbons. Refined product demand is shifting between transport fuels and petrochemical feedstocks, so refinery yields and configuration choices carry new weight. Pipeline and storage owners face shippers who negotiate harder on tariffs, capacity and throughput terms. Customers, lenders and communities expect lower emissions and safer operations from every terminal and plant. An organisation that manages margins, contracts and people well keeps its assets competitive; one that does not watches utilisation fall. The course draws on petroleum economics, discounted cash flow appraisal, the balanced scorecard and recognised industry standards such as those of the American Petroleum Institute API.

## Who Gains Most from Oil and Gas Mini MBA in Midstream and Downstream

- Engineers taking charge of a refinery unit, blending operation or process area budget
- Pipeline and terminal leads accountable for throughput, tariffs and shipper relationships
- Planning and economics staff who set crude slates and product plans
- Supply and distribution leads responsible for depots, logistics and retail fuel volumes
- Project engineers preparing capital requests for debottlenecking or storage expansion

Refining and logistics divisions gain most when planners, operations leads and commercial staff attend together and leave with one shared margin language.

## Oil and Gas Mini MBA in Midstream and Downstream Capabilities

Participants move from running equipment to running a hydrocarbon business, weighing margin, capital and people choices across the chain from inlet flange to forecourt.

- Calculate gross refining margin and netback for a crude slate — crude selection and run planning
- Assess pipeline and storage tariff structures — shipper negotiations and capacity sales
- Build a discounted cash flow case for a debottlenecking project — capital committee approval
- Design a fuels marketing and distribution strategy — channel and pricing choices
- Apply a balanced scorecard to a refinery or terminal — leadership performance reviews

- Communicate a business plan to boards and frontline crews — investment and change decisions

## Key Oil and Gas Mini MBA in Midstream and Downstream Terms

- Crack spread — the difference between refined product prices and crude cost, used as a quick gauge of refining profitability.
- Gross refining margin — product revenue minus crude and feedstock cost per barrel, before operating expenses are deducted.
- Netback — the value a barrel earns at its source after transport, processing and marketing costs are removed.
- Ship-or-pay — a transport contract term obliging a shipper to pay for reserved pipeline capacity whether or not it is used.
- Throughput — the volume a pipeline, terminal or process unit handles over a period, the base of most midstream revenue.
- Net present value — today's value of future cash flows from an investment, discounted at the cost of capital.

## Oil and Gas Mini MBA in Midstream and Downstream Day by Day

### Day 1: The Hydrocarbon Value Chain as a Business

- Value Chain Mapping From Wellhead to Forecourt — Where Margin Is Earned
- Integrated Versus Merchant Business Models — Portfolio Shape and Risk Appetite
- Crude and Product Price Benchmarks — Exposure of Each Business Segment
- Midstream Revenue Drivers — Volume, Tariff and Contract Term Balance
- Downstream Margin Drivers — Yields, Spreads and Logistics Costs

### Day 2: Strategy for Pipelines, Terminals and Refineries

- Porter's Five Forces for Refining Markets — Competitive Position of a Plant
- Refinery Complexity and Configuration Analysis — Upgrade or Rationalise Choices
- Storage and Terminal Market Positioning — Third-Party Capacity Offers
- Scenario Planning for Fuel Demand — Long-Range Asset Strategy
- Strategic Option Screening Matrix — Which Growth Paths Proceed

### Day 3: Reading the Financial Statements of Energy Businesses

- Income Statement of a Refining Company — Margin and Cost Visibility
- Balance Sheet Structure of Asset-Heavy Firms — Leverage and Working Capital
- Cash Flow Statement and Inventory Effects — True Cash Generation
- Ratio Analysis for Midstream Operators — Comparing Peers and Targets
- Segment Reporting Across the Chain — Allocating Shared Costs

## Day 4: Refining Economics and Margin Management

- Crude Assay and Yield Modelling — Crude Purchase Decisions
- Linear Programming in Refinery Planning — Monthly Run Plan Optimisation
- Product Blending Economics — Specification Giveaway Reduction
- Energy and Hydrogen Cost Accounting — Unit Operating Cost Control
- Turnaround Cost and Margin Loss Estimation — Maintenance Window Timing

## Day 5: Midstream Commercial Structures

- Tariff Design Methods for Pipelines — Cost Recovery and Shipper Fairness
- Ship-or-Pay and Throughput Agreements — Revenue Certainty for Owners
- Storage Leasing and Tank Rental Models — Terminal Revenue Mix
- Capacity Allocation and Nomination Rules — Fair Access for Shippers
- Measurement and Loss Accounting per API Standards — Custody Transfer Disputes

## Day 6: Investment Appraisal for Downstream Assets

- Discounted Cash Flow Modelling — Debottlenecking and Expansion Cases
- Weighted Average Cost of Capital — Hurdle Rates for Plant Projects
- Sensitivity and Monte Carlo Analysis — Exposure to Spread Volatility
- Real Options Thinking — Phased Storage and Unit Additions
- Stage-Gate Capital Approval Process — Committee Readiness of Proposals

## Day 7: Fuels Marketing, Supply and Distribution

- Fuel Market Segmentation — Retail, Aviation, Marine and Industrial Buyers
- Pricing Formulas and Import Parity Logic — Wholesale Price Setting
- Depot and Secondary Distribution Optimisation — Delivery Cost per Litre
- Retail Network Planning — Site Selection and Non-Fuel Income
- Lubricants and Speciality Product Positioning — Higher Margin Channels

## Day 8: Operations, Reliability and Performance

- Balanced Scorecard for Plants and Terminals — Leadership Performance Reviews
- Operational Availability and Utilisation Metrics — Asset Productivity Targets
- Process Safety Indicators in Management Reporting — Risk Visibility for Boards
- Emissions and Energy Intensity Tracking — Investor and Community Expectations
- Benchmarking Against Peer Facilities — Improvement Priority Setting

## Day 9: Leading People and Change in Plants and Terminals

- Shift Workforce Leadership Models — Engagement Across Rotations
- Competence Frameworks for Operators — Succession and Skill Gaps
- Contractor Workforce Coordination — Turnaround Productivity and Safety
- Change Management Using Kotter's Eight Steps — Restructuring and New Systems
- Stakeholder Mapping for Host Communities — Licence to Operate

## Day 10: Practising the Midstream and Downstream Business Plan

- Margin and Tariff Baseline From Days 4 and 5 — Plan Foundation
- Capital Case Integration From Day 6 — Investment Priorities
- Scorecard Targets From Day 8 — Accountability for Results
- Board-Level Pitch Rehearsal — Peer Challenge and Revision
- Completing the Midstream and Downstream Business Plan — Unit Direction

## Applying Oil and Gas Mini MBA in Midstream and Downstream After the Course

- Run a gross refining margin or netback review of the current crude slate or tariff book and share the gaps with planners.
- Present a balanced scorecard draft for one plant or terminal to its leadership group and agree four owned targets.

## Oil and Gas Mini MBA in Midstream and Downstream Questions FAQ

### What is an Oil and Gas Mini MBA in Midstream and Downstream and why does it matter now?

It is management training for leaders of pipelines, terminals, refineries and fuels marketing. It matters now because shifting fuel demand, tariff pressure and emissions expectations make margin, capital and people decisions harder for engineers who move into management.

### Which roles gain most from an Oil and Gas Mini MBA in Midstream and Downstream?

Engineers and planners moving into management gain most. That includes refinery unit leads, pipeline and terminal managers, economics and planning staff, supply and distribution leads, and project engineers who must defend capital requests before committees.

### How does the Oil and Gas Mini MBA in Midstream and Downstream differ from an upstream or general energy course?

It focuses on the businesses after the wellhead. Instead of reserves, fiscal terms and field development, you work with crack spreads, tariffs, blending, storage leasing and fuel retailing, applied at an advanced level for managers.

### What do you bring back from the Oil and Gas Mini MBA in Midstream and Downstream?

You bring back a business plan for your own unit. It joins a margin or tariff baseline, a capital case, scorecard targets and a people plan, ready to present to your leadership.

## Oil and Gas Mini MBA in Midstream and Downstream: The Way Forward

The midstream and downstream business plan first informs the next crude slate, tariff renewal or capital request. Unit managers, planners and commercial leads use it to agree targets and priorities. After the first planning cycle, the margin assumptions and the scorecard weights are worth revisiting, because spreads, shipper demand and workforce needs move faster than the asset base.