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COURSE BROCHURE

# Chemical and Petrochemical Industries Training Course

2 – 6 May 2027
Muscat

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Registered in the United Kingdom and Saudi Arabia

# Chemical and Petrochemical Industries Training Course

**Ref:** 568_20979 **Date:** 2 – 6 May 2027 **Location:** Muscat **Fees:** 6500 GBP

Chemical and Petrochemical Industries is a 1-week training course for non-technical staff in finance, HR, procurement, sales and administration within chemical and petrochemical companies, ending with a value chain role map that links their own work to plants and products. Budget, hiring, contract and customer decisions improve when support staff grasp how molecules become revenue. Jupiter Prime Training delivers this course for business teams in the sector.

## Why Chemical and Petrochemical Industries Matter Now

Three forces make industry literacy part of every support role. Feedstock costs and product prices swing with global supply, so finance and sales staff must read margin movements in terms of crackers, aromatics units and polymer lines. Plants depend on long contracts for catalysts, maintenance services and utilities, which procurement teams cannot negotiate well without knowing what the equipment does. Companies whose support staff speak the plant's language move faster in budgeting, recruitment and customer service; others rely on constant translation by engineers.

## Who Gains Most from Chemical and Petrochemical Industries

- Finance staff who build budgets, cost reports and margin analyses for plants
- HR staff who recruit, reward and plan the workforce for operating units
- Procurement staff who buy catalysts, chemicals, spare parts and maintenance services
- Sales and customer service staff who handle polymer and chemical product enquiries
- Administrative staff who support shutdowns, travel, permits and site visits

A shared services or commercial department gains most when its finance, procurement and sales members attend together and map the same value chain from feedstock to customer.

## Chemical and Petrochemical Industries Capabilities

Participants leave able to follow a molecule from feedstock to product and see where their function adds value.

- Trace the path from crude oil and natural gas to olefins, aromatics and polymers — product and customer conversations
- Apply cracker and aromatics unit basics to cost and margin reports — budget reviews with plant controllers
- Assess how a planned shutdown affects procurement, staffing and customer deliveries — turnaround planning support
- Specify common catalysts, chemicals and spares in plain terms — clearer purchase requests and tenders
- Communicate safety rules for office staff visiting plants — permit, PPE and incident reporting duties
- Weigh market drivers for ethylene, propylene and polymer demand — sales forecasts and pricing discussions

## Key Chemical and Petrochemical Industries Terms

- Feedstock — the raw material, such as ethane, naphtha or propane, fed to a plant.
- Steam cracker — a furnace unit that breaks hydrocarbons into smaller molecules such as ethylene and propylene.
- Olefins — reactive hydrocarbons such as ethylene, propylene and butadiene used to build polymers and intermediates.
- Aromatics — ring-shaped hydrocarbons such as benzene, toluene and xylenes used for solvents, fibres and plastics.
- Polymer — a long-chain material such as polyethylene made by joining many small molecules.
- Turnaround — a planned plant shutdown for inspection, maintenance and upgrades.

## Chemical and Petrochemical Industries Day by Day

## Day 1: The Chemical and Petrochemical Landscape

- Industry Map from Oil and Gas to Consumer Goods — Where Value Arises
- Basic Chemicals, Intermediates and Specialties — Product Family Differences
- Integrated Complexes and Standalone Plants — Site and Business Models
- Feedstock Choices of Ethane, Naphtha and Propane — Cost Advantage Effects
- Industry Terms Used in Daily Meetings — Plant Vocabulary Glossary

## Day 2: From Feedstock to Building Blocks

- Steam Cracking and Product Yields — Ethylene and Propylene Supply
- Catalytic Reforming and Aromatics Extraction — Benzene and Xylene Streams
- Synthesis Gas, Methanol and Ammonia Routes — Gas-Based Chemicals
- Utilities, Steam and Power Behind Every Plant — Hidden Operating Costs
- Catalysts and Chemicals Consumed in Production — Purchasing Priorities

## Day 3: Polymers, Intermediates and End Markets

- Polyethylene and Polypropylene Grades — Packaging and Automotive Uses
- Intermediates Such as Glycols and Styrene — Fibres and Resins Demand
- Fertilisers and Industrial Gases — Agriculture and Manufacturing Links
- Product Specifications and Quality Certificates — Customer Acceptance
- Logistics of Bulk Liquids, Gases and Pellets — Delivery Commitments

## Day 4: Operations, Safety and Business Performance

- Plant Organisation and Shift Operations — Who Does What on Site
- Permit to Work, PPE and Site Induction — Rules for Office Visitors
- Turnaround Cycles and Their Business Impact — Budget and Staffing Plans
- Margin Drivers of Feedstock, Energy and Product Prices — Profit Swings
- Sustainability Pressures on Emissions and Recycling — Future Business Shifts

## Day 5: Practising the Value Chain Role Map

- Personal Role Placement on the Value Chain — Function Touchpoints
- Cost and Margin Link Review — Finance and Sales Examples
- Procurement and Staffing Touchpoints with Plants — Shutdown Readiness
- Plant Vocabulary Checklist for the Team — Clear Internal Communication
- Value Chain Role Map — Products, Plants and Function Contributions

## Applying Chemical and Petrochemical Industries After the Course

- Prepare a one-page value chain role map for your department showing which plants, products and customers your work supports, and review it with a plant contact.
- Rewrite one recurring purchase request, budget note or customer reply using the plant vocabulary from the course, and check its accuracy with a technical colleague.

## Chemical and Petrochemical Industries Questions FAQ

### What are the chemical and petrochemical industries, and why do they matter now?

The chemical and petrochemical industries turn oil, gas and other feedstocks into building blocks, polymers and intermediates used across the economy. They matter now because feedstock swings, contracts and safety rules make support staff decisions depend on plant knowledge.

### Which roles gain most from chemical and petrochemical industries training?

Non-technical staff in finance, HR, procurement, sales and administration gain most. They budget, hire, buy and sell for plants and need to read the technical context behind those decisions.

## How does chemical and petrochemical industries training differ from a chemical engineering course?

It explains the industry without engineering calculations. Participants follow products, plants and markets in plain terms rather than learning balances, equipment sizing or process design.

## What do you bring back from chemical and petrochemical industries training?

You bring back a value chain role map for your department. It shows the products, plants and customers your work touches and a vocabulary checklist for clearer communication.

## Chemical and Petrochemical Industries: The Way Forward

The value chain role map first informs how a support department explains its contribution in budget and planning discussions. Finance, procurement and sales staff use it to brief new colleagues and work with plant teams. After the next turnaround or price swing, revisit the cost and margin links behind it, because real events will show which connections matter most.