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# Crude Oil and Products Pricing and Trading Economics Training Course

18 – 22 April 2027
Muscat

# Crude Oil and Products Pricing and Trading Economics Training Course

**Ref:** 1396_52254 **Date:** 18 – 22 April 2027 **Location:** Muscat **Fees:** 6500 GBP

Crude Oil and Products Pricing and Trading Economics is a 1-week training course for commercial analysts, traders and planners, and each participant leaves with a Cargo Pricing and Margin Brief for a real or sample trade. Benchmark volatility, shifting refinery demand and the spread between physical and paper markets now decide whether a cargo, a term contract or a refinery run creates value or destroys it. Jupiter Prime Training runs this course.

## Why Crude Oil and Products Pricing Matters Now

Three groups shape oil pricing decisions today: producers adjusting output and official selling prices, refiners chasing the most profitable crude slate, and financial participants whose futures positions move flat prices and time spreads. A commercial function that reads these forces can time cargo nominations, choose sensible pricing windows and hedge exposure before it hits margin. One that cannot ends up selling into weak differentials or buying feedstock that the refinery cannot run profitably. The course rests on supply and demand balance modelling, forward curve structure and netback economics for upstream and downstream margins.

## Who Gains Most from Crude Oil and Products Pricing

- Staff who price and negotiate crude, condensate and product cargoes
- Staff who build supply and demand balances and price outlooks
- Staff who plan crude purchases and refinery runs against margins
- Staff who execute futures, swaps and options to hedge physical positions
- Staff who check contract terms, operations and invoicing for each cargo

A trading or supply function gains most when its analysts, schedulers and contract staff attend together and work from one view of pricing and margin.

## Crude Oil and Products Pricing Capabilities

Participants trace a barrel from its benchmark quote through freight, quality and contract terms to the margin it earns.

- Assess how crude quality, sulphur and gravity shape differentials to benchmarks — the crude buyer
- Calculate netbacks and refinery margins for competing crude grades — the refinery planner
- Weigh contango and backwardation signals when deciding storage or prompt sale — the trading desk
- Build a hedge using futures or swaps for a physical cargo — the risk controller
- Specify pricing windows, laytime and quality clauses in a cargo contract — the contracts officer
- Communicate a price outlook from supply and demand balances — senior management

## Key Crude Oil and Products Pricing Terms

- Benchmark crude — a widely traded grade whose quoted price serves as the reference for pricing other crudes by differential.
- Differential — the premium or discount a cargo carries against a benchmark to reflect quality, location and timing.
- Backwardation — a forward curve in which prompt prices exceed later prices, signalling tight supply.
- Contango — a forward curve in which later prices exceed prompt prices, often rewarding storage.
- Crack spread — the difference between the value of refined products and the cost of the crude that produced them.
- Netback — the value of a barrel at its origin after deducting freight, processing and other costs from its sale price.

## Crude Oil and Products Pricing Day by Day

### Day 1: Market Structure and Price Drivers

- Crude and Product Flows Between Regions — Who Sets the Marginal Barrel
- Supply and Demand Balance Modelling — Building a Price Outlook
- Producer Output Policy and Spare Capacity — Effects on Flat Price
- Inventory Levels and Forward Curve Shape — Reading Market Tightness
- Natural Gas Pricing Links to Oil — Indexed Versus Hub Contracts

### Day 2: Benchmarks and Physical Pricing

- Benchmark Crudes and Price Reporting Assessments — Choosing a Reference
- Quality Differentials for Gravity and Sulphur — Valuing Non-Benchmark Grades
- Official Selling Prices and Term Contracts — Monthly Adjustment Decisions
- Freight, Worldscale and Delivered Pricing — Comparing Destinations
- Pricing Windows and Averaging Periods — Timing Exposure on a Cargo

### Day 3: Paper Markets and Hedging

- Futures Contracts and Exchange Mechanics — Margins and Rolling Positions
- Swaps and Contracts for Difference — Fixing Price on Physical Volumes
- Options and Collars for Producers and Refiners — Protecting Revenue or Cost
- Basis Risk Between Paper and Physical — When Hedges Fail to Track
- Spread Trading and Storage Plays — Profiting From Curve Structure

### Day 4: Margins, Contracts and Economics

- Upstream Netback and Fiscal Take — Producer Revenue Under Price Swings
- Refinery Crack Spreads and Crude Slate Choice — Downstream Margin Decisions
- Cargo Contract Clauses for Quality, Laytime and Demurrage — Avoiding Disputes
- Credit, Letters of Credit and Counterparty Limits — Securing Payment
- Petrochemical Feedstock Pricing — Naphtha and Condensate Economics

## Day 5: Practising the Cargo Pricing and Margin Brief

- Balance-Driven Price View Exercise — Applying Day 1 Fundamentals
- Cargo Valuation Against a Benchmark — Applying Day 2 Differentials
- Hedge Design for the Cargo — Applying Day 3 Instruments
- Margin and Contract Check — Applying Day 4 Economics
- Cargo Pricing and Margin Brief Drafting — Price, Hedge, Terms and Return

## Applying Crude Oil and Products Pricing After the Course

- Rebuild the netback comparison for the crude grades your organisation buys or sells and share it with planners.
- Review the pricing clauses of three recent cargo contracts and propose clearer averaging and quality terms.

## Crude Oil and Products Pricing Questions FAQ

### What is crude oil and products pricing and trading economics, and why does it matter now?

It is how crude and refined product prices form, how cargoes are priced and hedged, and how margins are earned. It matters now because volatile benchmarks and changing refinery demand quickly turn good trades into losses.

### Which roles gain most from crude oil and products pricing and trading economics?

Commercial analysts, traders, crude and product schedulers, refinery planners and risk controllers gain most, along with contract staff who handle cargo terms.

### How does crude oil and products pricing differ from an energy price risk course?

It works from the physical barrel outward, covering quality differentials, freight, contracts and margins. A price risk course centres on measuring and limiting exposure; this subject explains how prices and margins form in the first place.

### What do you bring back from crude oil and products pricing and trading training?

You bring back a Cargo Pricing and Margin Brief that values a cargo against its benchmark, sets a hedge, checks contract terms and states the expected return.

## Crude Oil and Products Pricing: The Way Forward

The Cargo Pricing and Margin Brief first informs whether to buy, sell, store or hedge a specific cargo. Traders, planners and risk controllers use it to agree one valuation before committing. After the first trades it supports, compare realised differentials and margins with the brief to sharpen the balance model and the hedge choices.