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COURSE BROCHURE

Advanced Mini MBA in the Petrochemicals Industry Training Course

6 – 17 September 2027
Dar es Salaam

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Ref: 189_5703 **Date:** 6 – 17 September 2027 **Location:** Dar es Salaam **Fees:** 14000 GBP

Advanced Mini MBA in the Petrochemicals Industry is a 2-week training course for petrochemical managers, commercial leads and engineers moving into business roles, and it ends with a petrochemical business case built on feedstock, margin and investment analysis. Volatile spreads, new capacity waves and pressure to decarbonise now decide which crackers and polymer lines earn their keep. Jupiter Prime Training offers this course to petrochemical producers and their partners.

Why Mini MBA in the Petrochemicals Industry Matters Now

Three forces are reshaping petrochemical economics. Large integrated complexes have added capacity faster than demand, compressing margins across olefins and polymers. Feedstock advantage between ethane, naphtha and mixed feeds keeps shifting with crude and gas prices. Customers and investors also ask for lower-carbon products and recycled content, changing which assets deserve capital. Companies that read these signals well time investments and contracts to the cycle; those that do not lock in projects at the wrong point. The course rests on net present value NPV, internal rate of return IRR, Porter's Five Forces and the balanced scorecard BSC.

Who Gains Most from Mini MBA in the Petrochemicals Industry

- Managers who run production units and answer for their margin contribution
- Commercial leads who price products and negotiate offtake and feedstock contracts
- Engineers who prepare investment proposals and want to speak the language of finance
- Planners who build annual budgets and long-term capacity scenarios
- Specialists who evaluate joint ventures, licences and acquisitions

A business unit that sends its plant manager, its marketing lead and its planning engineer together gains most, because each sees how the others' choices move the same margin.

Mini MBA in the Petrochemicals Industry Capabilities

Participants leave able to link a cracker's feed slate and a polymer grade's price to the returns the board expects.

- Calculate integrated margins from feedstock to polymer — decisions on feed slate and product mix
- Assess market cycles and capacity additions — timing of investments and turnarounds
- Build project economics with NPV, IRR and sensitivity cases — capital committees
- Weigh competitive position with industry structure models — business unit strategy
- Design scorecards linking operations to financial targets — plant and commercial managers
- Communicate a business case to boards and partners — investment approval

Key Mini MBA in the Petrochemicals Industry Terms

- Cracker margin — the value of olefins and co-products from a steam cracker minus feedstock and energy costs.
- Product spread — the price difference between a petrochemical product and its main feedstock, used as a quick profitability signal.
- Feedstock advantage — the cost benefit a producer gains from cheaper or more suitable raw materials than competitors.
- Net present value — the value today of a project's future cash flows after discounting at the cost of capital.
- Petrochemical cycle — the repeating pattern of tight and loose markets driven by capacity additions and demand growth.
- Integration value — the extra margin captured by linking refining, cracking and polymer production on one site.

Mini MBA in the Petrochemicals Industry Day by Day

Day 1: The Petrochemical Value Chain

- Feedstock to Monomer to Polymer Flows — Where Value Is Created
- Olefins and Aromatics Chains — Linking Products to Downstream Markets
- Integrated Versus Standalone Complexes — Strategic Implications for Margin
- Industry Players and Ownership Models — National, Private and Joint Ventures
- Demand Drivers in Packaging, Automotive and Construction — End-Use Exposure

Day 2: Feedstock Economics

- Ethane, Propane and Naphtha Cracking Yields — Feed Slate Choice
- Feedstock Pricing Mechanisms — Contract, Netback and Spot Links
- Co-Product Credits and Fuel Value — Hidden Contributors to Cracker Economics
- Feed Flexibility Investments — Value of Switching Capability
- Supply Security and Allocation — Long-Term Feed Agreements

Day 3: Margins, Spreads and Cost Curves

- Product Spread Tracking — Early Signals of Margin Pressure
- Industry Cost Curves — Where a Plant Sits Against Competitors
- Variable and Fixed Cost Structure — Breakeven Utilisation Rates
- Polymer Grade Premiums — Specialty Versus Commodity Pricing
- Margin Bridge Construction — Explaining Year-on-Year Profit Changes

Day 4: Market Cycles and Competitive Strategy

- Capacity Addition Waves and Utilisation — Reading Cycle Position
- Porter's Five Forces for Petrochemicals — Bargaining Power and Threats
- Trade Flows and Export Competitiveness — Freight and Tariff Effects
- Differentiation Versus Cost Leadership — Choosing a Business Unit Position
- Scenario Planning for Demand Shocks — Strategic Option Testing

Day 5: Corporate Finance for Petrochemicals

- Financial Statements of a Producer — Reading Profit, Balance Sheet and Cash
- Working Capital in Feed and Product Inventories — Cash Release Options
- Cost of Capital and Hurdle Rates — Setting Investment Thresholds
- Return on Capital Employed by Asset — Comparing Units Fairly
- Price Risk Hedging Concepts — Protecting Margins from Volatility

Day 6: Capital Project Economics

- NPV and IRR Modelling for New Units — Investment Ranking
- Capital Cost Estimating Classes — Confidence at Each Project Stage
- Sensitivity and Monte Carlo Analysis — Testing Feed and Price Assumptions
- Debottleneck Versus Greenfield Choices — Capital Efficiency Comparison
- Stage-Gate Project Approval — Decision Points for Boards

Day 7: Sustainability and Energy Transition

- Carbon Intensity of Petrochemical Routes — Exposure to Carbon Pricing
- Mechanical and Chemical Recycling Economics — Recycled Content Opportunities
- Bio-Based and Low-Carbon Feedstocks — Premium Product Positioning
- Electrified Cracking and Energy Efficiency — Long-Term Cost Effects
- Customer and Investor Sustainability Demands — Product Portfolio Response

Day 8: Commercial Excellence and Contracts

- Pricing Formulas and Index Linkage — Sharing Risk with Customers
- Offtake and Tolling Agreements — Securing Volume for New Capacity
- Customer Segmentation for Polymer Grades — Targeting Profitable Accounts
- Sales and Operations Planning — Aligning Production with Orders
- Joint Venture Structures and Governance — Partner Rights and Returns

Day 9: Leadership and Performance Management

- Balanced Scorecard for Petrochemical Units — Linking Safety, Reliability and Margin
- Leading Engineers into Commercial Roles — Mindset and Capability Shifts
- Decision Rights Across Plant and Commercial Teams — Faster Responses to Markets
- Change Leadership in Cost Programmes — Sustaining Savings
- Board Communication and Investment Storytelling — Winning Approval

Day 10: Practising the Petrochemical Business Case

- Value Chain Position and Market Outlook — Framing the Opportunity
- Feedstock and Margin Analysis — Base and Downside Cases
- Project Economics with Sensitivities — NPV, IRR and Payback
- Strategic Fit and Risk Register — Cycle, Carbon and Partner Risks
- Petrochemical Business Case — Recommendation and Board Presentation

Applying Mini MBA in the Petrochemicals Industry After the Course

- Build a margin bridge for one product line explaining the last year's profit change to the business unit head.
- Rework an open investment proposal with full NPV sensitivity on feedstock and polymer price cases.

Mini MBA in the Petrochemicals Industry Questions FAQ

What is a mini MBA in the petrochemicals industry, and why does it matter now?

A mini MBA in the petrochemicals industry is business training that applies strategy, finance and leadership to petrochemical value chains. It matters now because overcapacity, feedstock shifts and carbon pressure make investment and commercial decisions far less forgiving.

Which roles gain most from an advanced mini MBA in the petrochemicals industry?

Plant managers, commercial leads, planners and engineers moving into business roles gain most. They decide feed slates, prices, contracts and investments, and need to connect those choices to the returns owners expect.

How does an advanced mini MBA in the petrochemicals industry differ from a general mini MBA?

It uses petrochemical economics throughout. Instead of generic cases, participants work with cracker margins, product spreads, cost curves, cycle timing and project economics for olefin and polymer assets.

What do you bring back from a mini MBA in the petrochemicals industry?

You bring back a business case for an opportunity in your own company. It contains market outlook, feedstock and margin analysis, project economics with sensitivities, strategic fit and a recommendation ready for senior review.

Mini MBA in the Petrochemicals Industry: The Way Forward

The petrochemical business case first informs whether an investment, contract or product shift should move to the next approval gate. Business unit heads, finance partners and commercial leads use it to test assumptions together. After its first use, revisit the feedstock and spread scenarios, because cycle position and carbon costs can change the ranking of options within a year.