



LM115: Development of Overall Knowledge on Dynamics of Petrochemicals, Steel, Liquid Bulk and Logistics Industries

Training Description:

This five-day intensive training provides an overview of the petrochemical, steel, liquid bulk and logistics industries, with extensive insights into the technology and business of these industries' entire value chain. It offers a unique combination of the broad picture and specific examples and clearly explains the complex inter-dependency between technology, economics and markets.

Training Objectives:

By the end of the training, participants will be able to:

- ✓ Master the petrochemical value chain from the raw oil & gas to finished plastics, and other high value sophisticated material used in improving the quality of lives
- ✓ Evaluate the petrochemical markets, business strategies and petrochemical models
- ✓ Master the steel industry value chain
- ✓ Master liquid bulk value chain
- ✓ Master maritime logistics value chain

Training Designed for:

This course is intended for New professionals, who use the course as introduction to above industries business, Experienced professionals who wish to refresh and broaden their knowledge as well as Personnel from various functional areas, such as commercial, planning, logistics, procurement, and corporate communications.

Training Requirement:

“Hand’s on practical sessions, equipment and software will be applied during the course if required and as per the client’s request.”

Contents can be adapted to your specific wishes. It is therefore possible to focus on specific modules of the training course as per client’s learning needs and objectives. Further, it should be forwarded to us a month prior to the course dates.

Training Program:

DAY ONE:

- ❖ PRE-TEST
- ❖ Introduction
- ❖ **Overall Knowledge on Dynamics of Petrochemical Industry & Market**
 - Introduction to global petrochemical business and market overview
 - Definition of Petrochemicals
 - Petrochemicals Market Scope and Market Size Estimation
 - Market Concentration Ratio and Market Maturity Analysis
 - Global Petrochemicals Value (\$) and Growth Rate from 2013-2023
 - Market Segmentation
 - Types of Petrochemicals
 - Applications of Petrochemicals
 - Market Dynamics

- Emerging Countries of Petrochemicals
- Growing Market of Petrochemicals
- Limitations
- Opportunities
- Feedstocks – From oil, gas, and coal to biomass; where they come from and how they influence the economics
- Chemical building blocks – How the seven basic petrochemical building blocks are converted into the industry's most important products

DAY TWO:

- ❖ **Technology and economics** – Their inter-dependency and the impact of new technologies
- ❖ **Market of each key chemical** – Supply, demand, and trade
- ❖ **Market forces**
- ❖ **Regional Overview** – “A Trip around the World”
 - North America
 - Western Europe
 - Russia
 - Middle East
 - Asia
 - South America
- ❖ **Understanding Petrochemical Feedstocks**
- ❖ **Group discussion & Analysis:** Recent global study: Global Petrochemicals Market 2018 SWOT Analysis, Opportunities, Segmentation and Forecast To 2023

DAY THREE:

- ❖ **Overall Knowledge on Dynamics of Steel Industry**
 - **Steel Industry** – Overview, Statistics & Facts
 - Structural Steel Supply Chain
 - Marketplace Demand for Structural Steel
 - Global and European steel update: Macroeconomic overview, European steel supply and demand update
 - Raw materials and other inputs: Iron ore, scrap, coking coal and energy
 - Trade, Production and steel prices: Markets and price trends, and focus on evolving import and export markets – Turkey, India, Russia, Middle East
 - End-use sectors: Demand growth – Automotive, construction, engineering and white goods
 - Supply chain management: best practices and performance optimization – freight, logistics, stockholding and digitalization
- ❖ **Group discussion & Analysis:** Steel Market Forecast till 2025: Future Opportunities

DAY FOUR:

- ❖ **Overall Knowledge on Dynamics of Liquid Bulk Cargo ("Wet" Trades)**
 - Basic concepts and properties
 - Dimension and Unit
 - Liquid bulk cargo shipping: import, export and transshipment
 - The dynamics of bulk liquid flow

- Liquid bulk Market Outlook
- Tanker Shipping Market
- Demand Side Dynamics
- Supply Side Dynamics
- Modeling and control liquid bulk supply chain
- Hazardous chemicals
- Petroleum
- Gasoline
- Liquefied Natural Gas (LNG)

DAY FIVE:

❖ Overall Knowledge of Maritime Logistics

- Definition of Maritime Logistics
- Key Activities of Maritime Logistics
- The Process of Maritime Logistics
- Maritime Logistics Value
- Maritime operators
- Shipping Lines
- Port Terminal Operators
- Freight Forwarders
- Importance of Knowledge Acquisition in Maritime Logistics
- Types of Knowledge for Maritime Logistics Value
- Inter-organizational Relationship for Knowledge Acquisition in Maritime Logistics

❖ Course Conclusion

❖ POST-ASSESSMENT and EVALUATION

Training Methodology:

This interactive training course includes the following training methodologies as a percentage of the total tuition hours:

- 30% Lectures, Concepts, Role Play
- 70% Workshops & Work Presentations, Techniques, Based on Case Studies & Practical Exercises, Gamification, Software & General Discussions
- Pre and Post Test

Training Certificate(s):

CMCT Internationally recognized certificate(s) will be issued to each participant who completed the course.

Training Fees:

TBA as per the course location - This rate includes participant's manual, hand-outs, buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Note: The 5% VAT (Value Added Tax), will be effective starting 01st of January 2018 as per the new regulation from the UAE Government. The VAT applies for all quotation both for local and abroad.

Training Timings:

Daily Timings:

07:45 - 08:00	Morning Coffee / Tea
08:00 - 10:00	First Session
10:00 - 10:20	Recess (Coffee/Tea/Snacks)
10:20 - 12:20	Second Session
12:20 - 13:00	Recess (Prayer Break & Lunch)
13:00 - 14:00	Last Session

For training registrations or in-house enquiries, please contact:

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