



*Training Course:
Petrochemical Product Costing / Profitability
Analysis*

11 - 15 May 2025

Dubai (UAE)

Residence Inn by Marriott Sheikh Zayed Road, Dubai

Training Course: Petrochemical Product Costing / Profitability Analysis

Training Course code: SC235834 From: 11 - 15 May 2025 Venue: Dubai (UAE) - Residence Inn by Marriott Sheikh Zayed Road, Dubai Training Course Fees: 4900 € Euro

Introduction:

This Petrochemical Product Costing / Profitability Analysis training program is designed and delivered by Global Horizon Training Center, a leading provider of high-quality training in various industries, with a special focus on energy, chemicals, and petrochemicals. Global Horizon Training Center is known for its cutting-edge and practical approach to professional development and aims to provide industry-specific solutions that align with the challenges faced by companies in dynamic and capital-intensive sectors such as petrochemicals.

The petrochemical industry faces increasing pressure to manage costs, optimize processes, and enhance profitability amidst fluctuating raw material prices and market demand. This training program will equip participants with the tools and techniques to effectively analyze product costing and profitability, allowing organizations to identify cost drivers, allocate resources efficiently, and make strategic pricing decisions. With a focus on cost structures, margin analysis, and performance measurement, this program will enable participants to drive profitability in petrochemical product lines.

Objectives:

Upon completion of this training program, participants will be able to:

1. Understand the unique cost structures involved in petrochemical product manufacturing.
2. Identify and classify the direct and indirect costs associated with petrochemical products.
3. Apply advanced cost allocation methods, including activity-based costing ABC, to petrochemical products.
4. Conduct profitability analysis for petrochemical products and identify profit drivers.
5. Use financial metrics and key performance indicators KPIs to measure product performance and profitability.
6. Implement cost control measures to optimize profit margins.
7. Analyze the impact of price fluctuations, raw material costs, and market conditions on product profitability.
8. Understand and apply financial models for product costing and pricing decisions in the petrochemical industry.
9. Implement cost management strategies to enhance long-term profitability in petrochemical operations.

Course Methodology:

The training will utilize a blend of practical, hands-on approaches alongside theoretical insights to ensure participants are equipped with both the knowledge and the skills to succeed. The methodology includes:

1. Instructor-Led Training - Experienced trainers will provide in-depth lectures that focus on practical application, real-world examples, and advanced cost management concepts.
2. Case Studies - Participants will analyze actual case studies from the petrochemical industry to better

understand how to apply cost structures and profitability analysis.

3. Group Discussions - Collaborative discussions will allow participants to share experiences and solutions to common cost-related challenges in petrochemical operations.
4. Practical Exercises - Interactive exercises focusing on cost allocation, pricing models, and profitability analysis for petrochemical products.
5. Workshops - Hands-on workshops where participants will work with cost models and financial tools to solve real-world challenges.
6. Assessments & Quizzes - Continuous assessments and quizzes will be conducted to test participants' understanding of key concepts throughout the program.
7. Simulations and Tools - Use of software tools for product costing and profitability analysis in real-time scenarios.

Organizational Impact:

The implementation of the knowledge and skills gained from this training program will yield several positive outcomes for organizations operating in the petrochemical industry:

1. Improved Cost Control - By understanding and managing the cost structure of petrochemical products, organizations can reduce unnecessary expenses and improve overall cost control.
2. Increased Profit Margins - The ability to analyze product profitability will enable organizations to identify and focus on high-margin products while minimizing the cost of low-margin items.
3. Optimized Resource Allocation - Through accurate costing and profitability analysis, organizations can better allocate resources e.g., labor, materials to maximize production efficiency and profitability.
4. Strategic Pricing Decisions - This training will allow participants to make informed pricing decisions based on accurate costing and market conditions, ultimately increasing competitiveness and market share.
5. Data-Driven Decision Making - Financial performance metrics and KPIs will provide management with clear insights into the profitability of each product, enabling better strategic planning.
6. Enhanced Financial Transparency - By improving the accuracy of cost allocation and profitability analysis, organizations will benefit from clearer financial reporting, which can support investor confidence and decision-making.

Target Audience:

This training program is specifically designed for professionals in finance, accounting, and operations who are involved in the costing, pricing, and profitability analysis of petrochemical products. The target audience includes:

1. Cost Accountants
2. Financial Analysts
3. Pricing Analysts
4. Finance Managers and Controllers
5. CFOs and Senior Management in Petrochemical Companies
6. Product Line Managers
7. Supply Chain Managers
8. Operations Managers
9. Internal Auditors and Compliance Officers
10. Business Consultants working with the petrochemical sector
11. Anyone involved in managing or analyzing costs and profitability in petrochemical production

Course Outlines:

Day 1: Introduction to Petrochemical Product Costing and Profitability

- Overview of the petrochemical industry: Key operations, challenges, and cost structures.
- Key cost components in petrochemical production: Raw materials, labor, overheads, and capital costs.
- Types of costs in petrochemical products: Direct vs. indirect costs.
- Basic product costing techniques: Job order costing vs. process costing.
- Overview of profitability analysis and its importance in the petrochemical industry.
- Practical exercise: Identifying cost components for a petrochemical product.

Day 2: Advanced Cost Allocation and Activity-Based Costing ABC

- Introduction to advanced cost allocation methods.
- Understanding Activity-Based Costing ABC and its application in petrochemical industries.
- Allocating costs for multi-stage production processes in petrochemical plants.
- Overhead allocation and cost drivers in petrochemical manufacturing.
- The importance of accurate cost allocation for decision-making.
- Practical exercise: Implementing ABC in a petrochemical production scenario.

Day 3: Profitability Analysis and Financial Metrics

- Conducting product profitability analysis: Identifying key profitability drivers in petrochemical products.
- Contribution margin analysis and its application in the petrochemical industry.
- Analyzing the impact of raw material price fluctuations on product margins.
- Key financial metrics and KPIs for petrochemical profitability: Gross margin, operating margin, ROA, and ROI.
- Break-even analysis and margin of safety in product costing.
- Case study: Profitability analysis of a specific petrochemical product line.

Day 4: Cost Management and Pricing Strategies

- Cost management techniques: Target costing, lifecycle costing, and value engineering.
- Implementing cost control measures to optimize margins in petrochemical production.
- Pricing strategies for petrochemical products: Cost-plus pricing, market-based pricing, and value-based pricing.
- Dynamic pricing and pricing models based on market conditions and raw material costs.
- Cost reduction initiatives and performance measurement systems.
- Practical exercise: Developing a pricing strategy for a petrochemical product.

Day 5: Integrating Costing and Profitability Analysis into Business Strategy

- Aligning costing and profitability analysis with business strategy and long-term goals.
- Developing forecasting models for product costing and profitability in petrochemical operations.
- Understanding the impact of market fluctuations on product profitability and financial performance.
- Using financial analysis to support investment decisions and capital projects in petrochemical industries.
- Recent trends and innovations in petrochemical pricing and profitability analysis.

Registration form on the Training Course: Petrochemical Product Costing / Profitability Analysis

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

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