



*Training Course:  
Crude Economics*

*29 June - 3 July 2025  
Istanbul (Turkey)  
DoubleTree by Hilton Istanbul Esentepe*

## Training Course: Crude Economics

Training Course code: EN235975 From: 29 June - 3 July 2025 Venue: Istanbul (Turkey) - DoubleTree by Hilton Istanbul Esentepe Training Course Fees: 6500 € Euro

### Introduction

The Crude Economics training program, developed by Global Horizon Training Center, is designed to provide a comprehensive understanding of the economic and strategic decision-making processes related to crude oil selection, procurement, and utilization – specifically from the perspective of professionals in the Manufacturing Planning Department.

With crude oil accounting for the largest portion of a refinery's operating cost, making informed decisions on crude purchases, blends, and processing strategies has a significant impact on profitability. This course helps planners and strategists understand how crude oil economics affect planning outcomes, refinery configuration, product yields, and overall refinery margins.

### Objectives

By the end of this course, participants will be able to:

- Understand the global and regional crude oil markets and pricing mechanisms.
- Evaluate different crude grades based on quality and processing characteristics.
- Perform basic economic analysis to compare crude slates for planning purposes.
- Align crude selection with refinery configuration, constraints, and desired product yields.
- Support strategic and tactical decision-making through economic modeling and scenario planning.
- Integrate crude economics into medium- and long-term manufacturing planning.

### Organizational Impact

Organizations that invest in this program will experience:

- Improved alignment between crude procurement and refinery planning strategies
- Enhanced profitability through optimal crude selection and blending decisions
- Strengthened collaboration between planning, trading, and operations teams
- Reduced risk in crude purchasing by understanding economic implications
- Increased agility in responding to volatile crude and product markets

- Empowered planners who can contribute to strategic refinery economics

## Target Audience

This course is designed for:

- Manufacturing and Production Planners
- Crude Planning and Scheduling Analysts
- Strategic Planning and Economics Engineers
- Refinery Optimization and LP Modeling Teams
- Supply Chain and Trading Support Personnel
- Operations and Process Engineers involved in crude evaluation
- Finance Analysts supporting manufacturing economics

## Outlines

### Day 1: Fundamentals of Crude Oil Markets

- Overview of Global Crude Oil Supply and Demand
- Key Benchmarks: Brent, WTI, Dubai, and OPEC Pricing
- Types of Crude Oil: Sweet vs. Sour, Light vs. Heavy
- Pricing Mechanisms and Differentials
- Crude Contracts, Freight, and Delivery Considerations
- Case Study: Price Movement Impact on Refinery Margins

### Day 2: Crude Assay and Quality Considerations

- Understanding Crude Assays and Their Interpretation
- Key Parameters: API Gravity, Sulfur, TAN, Metals
- Yield Patterns and Compatibility with Refinery Configuration
- Processing Challenges with Different Crude Grades
- Lab Session: Analyzing Crude Assay Reports

- Exercise: Match Crudes with Refining Objectives

### Day 3: Crude Slate Optimization and Planning Integration

- Crude Selection and Blending Strategies
- Constraints from Process Units CDU, VDU, FCC, Hydrocrackers
- Impact of Crude on Product Yield, Quality, and Margins
- Short-Term vs. Long-Term Crude Planning

### Day 4: Economic Evaluation and Scenario Analysis

- Calculating Gross Product Worth and Netback
- Margin Analysis: Crack Spread, Net Refining Margin, Refinery Gate Value
- Crude Valuation Tools and LP Model Integration
- Sensitivity Analysis and Risk Factors Price Volatility, Opex, Specs
- Case Study: Crude Switching Decision Under Market Pressure

### Day 5: Strategic Alignment and Real-World Application

- Coordinating with Trading, Supply, and Operations Teams
- Responding to Market Shocks Geopolitical, Supply Disruptions
- Role of Crude Economics in Corporate Strategy
- Final Group Presentations: Crude Selection for a Hypothetical Refinery
- Wrap-Up, Feedback, Q&A
- Certificate Distribution and Closing Remarks

## Registration form on the Training Course: Crude Economics

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

### Delegate Information

Full Name (Mr / Ms / Dr / Eng): .....  
Position: .....  
Telephone / Mobile: .....  
Personal E-Mail: .....  
Official E-Mail: .....

### Company Information

Company Name: .....  
Address: .....  
City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
Position: .....  
Telephone / Mobile: .....  
Personal E-Mail: .....  
Official E-Mail: .....

### Payment Method

- ☐ Please find enclosed a cheque made payable to Global Horizon
- ☐ Please invoice me
- ☐ Please invoice my company

### Easy Ways To Register

Telephone:  
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E-mail to us :  
info@gh4t.com  
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