

Course No. 1962

Energy Markets, Trading & Commercial Strategy Training Course

**PETROLEUM ECONOMICS, ENERGY MARKETS & COMMERCIAL
MANAGEMENT
OIL & GAS**

DURATION

5 Days

DELIVERY

Classroom



Course Overview

The Energy Markets, Trading & Commercial Strategy Training Course provides a comprehensive and practical framework for understanding energy markets, trading activities, commercial decision-making, and strategic value creation across the global energy sector. The program examines the market forces, pricing mechanisms, trading structures, risk factors, and commercial strategies that influence energy businesses and investment decisions.

Participants will explore the structure and dynamics of oil, gas, electricity, and emerging energy markets, including supply and demand fundamentals, market participants, benchmark pricing, physical and financial trading, transportation constraints, storage, infrastructure, and market volatility. The course connects market intelligence with commercial strategy to support stronger decision-making in complex and rapidly changing energy environments.

A major focus is placed on energy trading and commercial optimization, including trading strategies, contract structures, pricing mechanisms, portfolio positioning, market exposure, hedging principles, and risk-adjusted decision-making. Participants will also examine how geopolitical developments, regulation, technology, energy transition, and changing consumption patterns affect energy market opportunities and commercial performance.

Through market simulations, trading scenarios, commercial case studies, pricing analysis, and strategic workshops, participants will develop the ability to evaluate energy market opportunities, assess commercial risks, design trading and portfolio strategies, and make informed decisions that support profitability, resilience, and long-term competitive advantage.

Objectives

- By the end of the course, participants will be able to:
- Analyze the structure and dynamics of major global energy markets.
- Evaluate supply, demand, pricing, and market balance drivers.
- Assess the roles of producers, consumers, traders, utilities, governments, and financial institutions.
- Interpret energy price benchmarks, market curves, and key commercial indicators.
- Develop commercial strategies aligned with energy market conditions.

- Analyze physical and financial energy trading structures.
- Evaluate trading opportunities and market exposures.
- Apply fundamental principles of energy price risk management and hedging.
- Assess contractual, logistical, regulatory, and market risks affecting energy transactions.
- Evaluate portfolio performance and commercial optimization opportunities.
- Analyze the impact of geopolitical and macroeconomic developments on energy markets.
- Assess the commercial implications of energy transition and changing market structures.
- Strengthen negotiation and commercial decision-making capabilities.
- Develop market-based scenarios for strategic planning and investment decisions.
- Establish performance measures for trading and commercial activities.
- Develop an integrated energy trading and commercial strategy.

Who Should Attend

This course is designed for energy trading professionals, commercial managers, business development specialists, market analysts, portfolio managers, procurement and supply chain professionals, contract managers, commodity specialists, and professionals involved in energy marketing and trading.

It is also suitable for executives, strategy managers, finance professionals, risk managers, investment professionals, economists, project managers, and senior decision makers who need to understand energy markets and their commercial implications.

The program is particularly relevant to oil and gas companies, energy producers, utilities, electricity companies, trading houses, refineries, petrochemical organizations, pipeline and infrastructure operators, government energy entities, investment firms, banks, and major industrial energy consumers.

Learning Outcomes

- Upon completion of the course, participants will be able to:
- Explain the structure and operating mechanisms of global energy markets.
- Assess market fundamentals and identify key supply and demand drivers.

- Interpret energy pricing mechanisms and market indicators.
- Analyze market trends and develop commercial market views.
- Evaluate physical and financial trading opportunities.
- Identify and quantify key commercial exposures.
- Apply appropriate approaches to energy price risk management.
- Assess the commercial impact of transportation, storage, and infrastructure constraints.
- Evaluate energy trading portfolios and identify optimization opportunities.
- Analyze contractual and counterparty risks associated with energy transactions.
- Assess geopolitical, regulatory, economic, and technological impacts on market conditions.
- Develop alternative market scenarios for commercial planning.
- Support investment and trading decisions using market intelligence.
- Establish trading and commercial performance indicators.
- Strengthen coordination between trading, commercial, finance, risk, and operations functions.
- Develop a practical energy markets and commercial strategy framework.

Course Outline

DAY 01

Global Energy Markets and Commercial Fundamentals

- Structure of global energy markets.
- Oil, natural gas, electricity, and emerging energy markets.
- Energy market participants and their commercial roles.
- Supply and demand fundamentals.
- Production, consumption, inventories, and market balances.
- Energy infrastructure and physical market constraints.
- Benchmark pricing and market reference points.
- Market liquidity and price formation.
- Global energy flows and regional market differences.
- Macroeconomic factors affecting energy demand and prices.
- Introduction to commercial strategy in energy markets.

DAY 01 — CONTINUED

PRACTICAL APPLICATION

Analyze a selected energy market and identify its key participants, supply and demand drivers, infrastructure constraints, pricing mechanisms, and commercial opportunities.

DAY 02**Energy Pricing, Trading Structures, and Market Analysis**

- Energy price formation and market dynamics.
- Spot, forward, futures, and structured transactions.
- Physical versus financial energy trading.
- Contract pricing mechanisms.
- Benchmark-linked and formula-based pricing.
- Market curves and price expectations.
- Trading positions and market exposure.
- Fundamental and market-based analysis.
- Trading opportunities and market signals.
- Counterparty and transaction considerations.
- Commercial evaluation of energy transactions.

PRACTICAL APPLICATION

Evaluate a series of energy trading scenarios and determine pricing, market exposure, commercial attractiveness, and key transaction risks.

DAY 03**Energy Trading Strategies, Risk, and Portfolio Management**

- Principles of energy trading strategies.
- Short-term and long-term trading approaches.
- Position management and exposure monitoring.
- Energy price volatility.
- Market, credit, liquidity, and operational risks.

DAY 03 — CONTINUED

- Hedging principles and risk mitigation.
- Contractual risk allocation.
- Portfolio diversification and optimization.
- Risk-adjusted commercial decision-making.
- Trading limits and governance.
- Measuring trading performance and profitability.

PRACTICAL APPLICATION

Develop and manage a simulated energy trading portfolio, assess market exposure, identify risks, and determine appropriate risk management actions.

DAY 04

Commercial Strategy, Contracts, and Market Opportunities

- Developing an energy commercial strategy.
- Market positioning and competitive analysis.
- Energy supply and sales strategies.
- Contract structures and commercial terms.
- Long-term versus short-term commercial arrangements.
- Negotiation of pricing and commercial provisions.
- Supplier, customer, and counterparty management.
- Commercial optimization across the energy value chain.
- Identifying new market and trading opportunities.
- Geopolitical and regulatory impacts on commercial strategy.
- Energy transition and emerging commercial models.

PRACTICAL APPLICATION

Develop a commercial strategy for an energy business considering market conditions, customer requirements, pricing, contracts, competition, risk, and strategic opportunities.

DAY 05

Strategic Market Intelligence, Optimization, and Future Energy Markets

- Strategic energy market intelligence.
- Scenario planning and market outlook development.
- Stress testing commercial strategies.
- Monitoring market indicators and early warning signals.
- Portfolio and trading performance evaluation.
- Commercial value creation and optimization.
- Integrating trading, risk, finance, operations, and strategy.
- Digital technologies and data-driven energy trading.
- Changing energy markets and transition-related opportunities.
- Building resilient commercial strategies.
- Governance and performance management.
- Developing a long-term commercial roadmap.

FINAL WORKSHOP

Develop an integrated Energy Markets, Trading & Commercial Strategy covering market analysis, pricing, trading opportunities, portfolio positioning, risk management, contracts, commercial optimization, scenario planning, performance measurement, and strategic implementation.

Register or Request More Information

Course page: <https://quest-training.com/courses/energy-markets-trading-commercial-strategy-training-course>

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