QUEST
Professional Center

PROFESSIONAL TRAINING COURSE

Course No. 1963

Oil & Gas Economics, Pricing & Market Analysis Training Course

PETROLEUM ECONOMICS, ENERGY MARKETS & COMMERCIAL MANAGEMENT
OIL & GAS

DURATION
5 Days

DELIVERY
Classroom

Course Overview

The Oil & Gas Economics, Pricing & Market Analysis Training Course provides a comprehensive and practical framework for understanding the economic, commercial, and market forces that shape the oil and gas industry. The program examines how supply and demand, production costs, investment decisions, global trade, infrastructure, geopolitics, and market dynamics influence the profitability and value of oil and gas activities.

Participants will explore the economics of upstream, midstream, and downstream operations, including exploration and development decisions, production economics, transportation, processing, refining, storage, and marketing. The course connects technical and operational considerations with economic analysis to support informed investment, planning, pricing, and commercial decisions.

A major focus is placed on oil and gas pricing, including benchmark prices, pricing formulas, differentials, market structures, contract pricing, regional price variations, and factors driving price volatility. Participants will learn how to interpret market data and evaluate the commercial implications of changing crude oil and natural gas prices.

Through economic modelling exercises, market analysis, pricing scenarios, investment cases, and practical workshops, participants will develop the ability to assess project economics, interpret market trends, evaluate pricing strategies, analyze commercial opportunities, and support strategic decisions across the oil and gas value chain.

Objectives

- By the end of the course, participants will be able to:
- Analyze the economic structure and commercial dynamics of the oil and gas industry.
- Evaluate supply, demand, production, consumption, and inventory drivers.
- Assess the economics of upstream, midstream, and downstream activities.
- Analyze capital expenditure, operating expenditure, and project economics.
- Evaluate oil and gas pricing mechanisms and benchmark structures.
- Interpret price differentials, market spreads, and regional pricing factors.
- Analyze market volatility and the key drivers of price movements.

- Evaluate the commercial impact of geopolitical and macroeconomic developments.
- Apply economic analysis to oil and gas investment and development decisions.
- Assess project profitability, cash flows, and economic value.
- Analyze production costs and their impact on competitiveness.
- Evaluate transportation, storage, processing, and infrastructure economics.
- Interpret market data and develop informed market views.
- Assess commercial opportunities and risks under alternative market scenarios.
- Develop pricing and market strategies aligned with business objectives.
- Support strategic decisions using integrated oil and gas economic and market analysis.

Who Should Attend

This course is designed for professionals working in oil and gas economics, commercial management, energy trading, pricing, market analysis, business development, investment, planning, finance, and strategy.

It is also suitable for executives, project managers, economists, financial analysts, petroleum professionals, contract and procurement specialists, risk managers, trading professionals, and technical managers who need to understand the economic and market implications of oil and gas decisions.

The program is particularly relevant to national and international oil companies, exploration and production companies, refineries, petrochemical organizations, energy traders, pipeline and infrastructure operators, oilfield service companies, government energy entities, investment institutions, banks, and major energy consumers.

Learning Outcomes

- Upon completion of the course, participants will be able to:
- Explain the key economic principles governing the oil and gas industry.
- Assess global and regional oil and gas market structures.
- Analyze supply, demand, inventories, production, and consumption trends.
- Evaluate the economics of oil and gas projects across the value chain.

- Interpret benchmark prices and oil and gas pricing mechanisms.
- Analyze price differentials and regional market variations.
- Identify the principal factors driving oil and gas price volatility.
- Evaluate project cash flows, profitability, and economic returns.
- Assess production and operating costs and their commercial implications.
- Analyze the economics of transportation, storage, processing, and refining.
- Interpret market data and develop structured market outlooks.
- Evaluate the impact of geopolitical, economic, and regulatory developments.
- Develop alternative market and pricing scenarios.
- Assess commercial opportunities and market risks.
- Support investment, pricing, trading, and strategic decisions with economic analysis.
- Develop an integrated oil and gas economics and market analysis framework.

Course Outline

DAY 01

Oil & Gas Economics and Industry Fundamentals

- Economic structure of the global oil and gas industry.
- Oil and gas value chain and commercial flows.
- Upstream, midstream, and downstream economics.
- Supply and demand fundamentals.
- Global production and consumption patterns.
- Reserves, resources, and production capacity.
- Production costs and cost competitiveness.
- Capital expenditure and operating expenditure.
- Economic drivers of oil and gas projects.
- Market cycles and industry profitability.
- Key economic indicators for energy markets.

DAY 01 — CONTINUED

> **PRACTICAL APPLICATION**
>
> Analyze the economic profile of a selected oil and gas segment and identify its major cost, revenue, supply, demand, and profitability drivers.

DAY 02

Oil & Gas Pricing Mechanisms and Price Formation

- Fundamentals of oil and gas price formation.
- Global and regional pricing structures.
- Benchmark crude oil and natural gas prices.
- Pricing formulas and index-linked contracts.
- Differential pricing and quality adjustments.
- Transportation and location-based price differences.
- Refining margins and downstream pricing.
- Natural gas pricing structures and regional markets.
- Market spreads and price relationships.
- Factors influencing short-term and long-term prices.
- Understanding price volatility.

> **PRACTICAL APPLICATION**
>
> Evaluate different oil and gas pricing scenarios and determine the impact of benchmarks, differentials, transportation, quality, and market conditions on transaction values.

DAY 03

Market Analysis, Forecasting, and Price Drivers

- Fundamental market analysis.
- Supply-demand balance analysis.
- Inventory and storage indicators.
- Production and capacity analysis.
- Consumption and demand forecasting.

DAY 03 — CONTINUED

- Refinery utilization and downstream market signals.
- Global trade flows and regional market dynamics.
- Geopolitical factors affecting energy markets.
- Macroeconomic indicators and energy demand.
- Regulatory and policy impacts.
- Developing market outlooks and scenarios.

PRACTICAL APPLICATION

Conduct a market analysis using supply, demand, inventory, geopolitical, and economic indicators and develop a structured oil and gas market outlook.

DAY 04

Project Economics, Investment Evaluation, and Commercial Analysis

- Principles of oil and gas project economics.
- Project cash flow analysis.
- Capital and operating cost assessment.
- Revenue forecasting and production profiles.
- Economic evaluation of development projects.
- Profitability and investment return analysis.
- Break-even analysis.
- Sensitivity and scenario analysis.
- Economic impact of oil and gas price assumptions.
- Evaluating infrastructure and processing economics.
- Commercial risk and uncertainty assessment.

PRACTICAL APPLICATION

Build an economic evaluation for a simplified oil and gas project and assess profitability under different production, cost, and price assumptions.

DAY 05

Strategic Pricing, Market Risk, and Commercial Decision-Making

- Developing oil and gas pricing strategies.
- Commercial optimization across the value chain.
- Market and price risk assessment.
- Scenario planning and stress testing.
- Evaluating market opportunities under uncertainty.
- Linking market analysis with commercial strategy.
- Supporting investment and trading decisions.
- Integrating economics, pricing, risk, and business strategy.
- Monitoring market indicators and early warning signals.
- Strategic implications of energy transition.
- Developing resilient commercial strategies.
- Building an oil and gas market analysis and decision framework.

FINAL WORKSHOP

Develop an integrated Oil & Gas Economics, Pricing & Market Analysis framework covering market fundamentals, pricing mechanisms, supply and demand analysis, project economics, market scenarios, commercial risks, pricing strategy, and strategic decision-making.

Register or Request More Information

Course page: https://quest-training.com/courses/oil-gas-economics-pricing-market-analysis-training-course
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