



UNIVERSITY of GUYANA

Institute for Energy Diplomacy

EXECUTIVE COURSE IN CRUDE OIL TRADING

Course Codes: IED5004 and IED5004E

July 2021

GENERAL DESCRIPTION

This executive course provides participants with an in-depth study of the energy industry structure and strategies, study the fundamentals of oil and energy trading economics and relate those to current market trends. Participants will be introduced to the key issues involved in physical and financial energy trading as well as advanced issues related to the production and trading of oil before dealing with more detailed operational issues, which are covered in other energy-specific courses. Areas covered include oil pricing mechanisms, trading strategies, contracts and contract exposures and risk management.

The Executive Course is an integral part in facilitating the Institute's mission to inform and enrich the understanding, policies and performance of Guyana's energy market by pursuing excellence in its advanced multi-disciplinary training on areas of energy.

COURSE BY: Panagiotis Pouliasis, Senior Lecturer in Energy/Commodities and Finance, City, University of London

Dr Panos Pouliasis is currently the Director of the MSc in Energy, Trade and Finance and a Senior Lecturer in Energy and Finance at City, University of London; he lectures on Financial Markets, Quantitative Methods and Commodity Derivatives. His research interests are in the area of commodity and shipping risk management, volatility forecasting, econometrics, climate change, energy and weather derivatives.



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LEARNING OUTCOMES

Upon completion, participants will be able to:

- Compare and analyse the interrelationships between oil spot and futures markets.
- Appraise crude oil pricing economics, refinery economics and inventory management
- Distinguish the significance of quality control and product specifications role in pricing and the role of marker crudes
- Calculate arbitrage trading cases
- Appraise issues relating to contract terms and as applied to energy contracts
- Appraise, analyse and compare the major parameters, factors and risks involved when an energy company makes trading decisions
- Utilise energy derivatives to formulate risk management strategies.

COURSE CONTENT

Remote live lectures via Zoom with additional material available on Moodle

Oil Pricing

Oil Contracts

Futures Contracts

Risks and Price Risk Management

ENTRY REQUIREMENTS

Participants are expected to have an undergraduate degree or at least 5 years' experience in a related field.

CERTIFICATE TYPE

Assessment-Based Certificate: 4 Postgraduate Credits



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Duration

The course will be 2 weeks in length. It will be delivered on the Friday and Saturday of Week 1 and Sunday, Monday and Thursday of Week 2. The 100% weighted 2-hour final exam will be administered on Saturday of Week 2.

Evaluation and Grading Scheme

Participants to the exam option will be evaluated by a 100% weighted 2-hour final exam administered via Moodle. Participants will be eligible for an assessment-based Executive Course Certificate in Crude Oil Trading if they score 45% or more based on the grading scheme below:

A =	75% - 100%
B =	65% to 74%
C =	55% to 64%
D =	45% to 54%
F =	Less than 45%

Certificate of Participation

Participants to the no exam option will be eligible for an Executive Certificate of Participation in Crude Oil Trading.

Duration

The course will be 2 weeks in length. It will be delivered on the Friday and Saturday of Week 1 and Sunday, Monday and Thursday of Week 2.

RECOMMENDED READING LIST

- Davis Edwards (2017) Energy Trading & Investing: Trading, Risk Management and Structuring Deals in the Energy Markets, McGraw-Hill Education, ISBN 9781259835384



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- Kaminski, V. (2012). *Energy Markets. Risk Books.* London, ISBN 9781906348793
- Leffler, W. (2020) *Petroleum Refining in Nontechnical Language.* 5th ed. Pennwell, ISBN 9781593702809
- Pilipovic, D. (2007). *Energy Risk: Valuing and Managing Energy Derivatives.* 2nd ed. McGraw-Hill Professional Publishing, ISBN 9780071485944
- Tamvakis, M. (2015) *Commodity Trade and Finance.* Routledge Informa Law, ISBN 978-0-415-73245-1