

PETROLEUM PRODUCTS - SPECIFICATIONS, PROPERTIES & MARKET DEMAND

"Understanding the Characteristics, Classification, and Commercial Trends of Refined Petroleum Products"

Schedule

Date	Venue	Fees (Face-to-Face)
24 – 28 Aug 2026	Dubai, UAE	USD 3495 per delegate

► **Available delivery methods:** Face-to-Face & Online Training

Introduction

Petroleum products play a vital role in global economies, serving as fuel, feedstock, and industrial inputs across sectors. Understanding their specifications, quality standards, and market behavior is essential for professionals in refining, trading, distribution, and regulation.

This course provides an in-depth understanding of refined petroleum products, including gasoline, diesel, jet fuel, LPG, fuel oil, and petrochemical feedstocks. Participants will explore technical properties, quality specifications, testing methods, environmental standards, and market dynamics shaping global demand. Real-world case studies and market analysis tools will be used to connect technical knowledge with commercial decision-making.

Objectives

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

- Identify key petroleum products, their classifications, and applications
- Interpret product specifications and laboratory test results
- Understand refining processes and their impact on product yields and quality
- Analyze regional and global market demand for different petroleum products
- Evaluate pricing mechanisms, supply/demand trends, and product blending strategies

Why Attend

- Gain a comprehensive understanding of petroleum product properties and classifications
- Learn how quality standards influence trading, storage, and regulatory compliance
- Explore real-world case studies of product blending, upgrading, and marketing
- Understand global demand drivers, pricing benchmarks, and product economics
- Enhance your role in refining, marketing, trading, or logistics functions

Target Audience

This program is designed for:

- Refining, production, and process engineers
- Marketing, trading, and commercial operations personnel
- Quality control and laboratory analysts
- Supply chain, logistics, and storage terminal professionals
- Energy policy makers and market analysts

Individual Benefits

Key competencies that will be developed include:

- Technical understanding of major petroleum products and their properties
- Ability to read and interpret product specifications and test methods
- Insight into product-market linkages and global trade flows
- Knowledge of environmental and fuel quality regulations
- Skills in evaluating pricing, demand trends, and blending options

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved product specification management and quality assurance
- Better decision-making in product selection, pricing, and marketing
- Enhanced coordination between technical, trading, and commercial teams
- Support for regulatory compliance and sustainability initiatives
- Optimized refinery product planning and downstream logistics

Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- Strategy Briefings - Global refining trends, product specs, and market structures
- Case Studies - Product quality issues, blending strategies, and trade scenarios
- Workshops - Interpreting product tests, pricing exercises, and demand forecasts
- Peer Exchange - Market comparison discussions across regions
- Tools - ASTM and API standards, pricing indices, demand modeling frameworks

Course Outline

Training Hours: 7:30 AM - 3:30 PM Daily Format: 3-4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 - 02:00

Day 1: Introduction to Petroleum Product Families

- Module 1: Classification and Usage of Petroleum Products (07:30 - 09:30) • Gasoline, diesel, kerosene, LPG, fuel oils, lubricants
- Module 2: Refining Processes and Product Yield (09:45 - 11:15) • Distillation, catalytic cracking, hydrotreating, reforming
- Module 3: Specifications and Test Standards (11:30 - 01:00) • ASTM/API methods, flash point, viscosity, sulfur, RON
- Module 4: Workshop - Matching Specifications to End Uses (02:00 - 03:30) • Product selection based on technical properties

Day 2: Quality Control and Environmental Standards

- Module 1: Product Testing and Lab Analysis (07:30 - 09:30) • Octane, cetane, density, water content, cloud point
- Module 2: Fuel Quality and Emissions Regulations (09:45 - 11:15) • Euro standards, sulfur limits, biofuel mandates
- Module 3: Blending Techniques and Additives (11:30 - 01:00) • Octane boosters, cold flow improvers, detergent packages
- Module 4: Workshop - Simulate a Product Blend (02:00 - 03:30) • Blending diesel to meet winter specs

Day 3: Product Storage, Handling, and Logistics

- Module 1: Storage Systems and Product Integrity (07:30 - 09:30) • Tank design, cleaning, sampling, temperature control
- Module 2: Transport Modes and Safety Standards (09:45 - 11:15) • Pipeline, marine, truck, rail logistics
- Module 3: Inventory and Loss Control (11:30 - 01:00) • Vapor loss, theft, reconciliation methods
- Module 4: Workshop - Plan a Storage Terminal Layout (02:00 - 03:30) • Product compatibility and safety mapping

Day 4: Market Fundamentals and Price Dynamics

- Module 1: Supply/Demand Trends by Region (07:30 - 09:30) • Asia, MENA, Europe, and US market dynamics
- Module 2: Pricing Mechanisms and Trading Practices (09:45 - 11:15) • Platts, Argus, benchmark pricing, crack spreads
- Module 3: Case Study - Demand Shift After Policy Changes (11:30 - 01:00) • Low sulfur fuel oil (IMO 2020), ethanol blending
- Module 4: Workshop - Product Pricing Exercise (02:00 - 03:30) • Simulated pricing strategy for gasoline/diesel exports

Day 5: Commercial Strategy and Market Outlook

- Module 1: Forecasting Product Demand and Profit Margins (07:30 - 09:30) • Demand modeling, substitution risk, seasonality
- Module 2: Strategic Planning for Product Mix Optimization (09:45 - 11:15) • Refinery margin maximization, product rebalancing
- Module 3: Global Trade Flows and Supply Chain Risks (11:30 - 01:00) • Trade routes, sanctions, bottlenecks, geopolitical impacts
- Module 4: Final Workshop - Develop a Product Marketing Plan (02:00 - 03:30) • Region-based plan for diesel, jet fuel, and naphtha

Certification

Participants will receive a Certificate of Completion in Petroleum Products - Specifications, Properties & Market Demand, confirming their capability to evaluate product quality, align specifications with end-use requirements, and understand the global market forces shaping petroleum product demand.

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TEL:

+601116373203

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info@mawaevents.net

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