



Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

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COURSE BROCHURE

Economy and trade in hydrocarbons

Custom Courses / Energy, Oil and Gas

Unit Standard AATICD-0281 · NQF Level 5 · 10 Credits · 5 Days

COURSE OVERVIEW

This course provides a comprehensive understanding of the global hydrocarbon economy, including trade dynamics, pricing mechanisms, and the impact of geopolitical factors. Participants will analyze supply chains, market structures, and regulatory environments to make informed business decisions in the oil and gas sector.

Category	Custom Courses
Subfield	Energy, Oil and Gas
Unit Standard	AATICD-0281
Accreditation	SAQA Accredited · NQF Level 5 · 10 Credits
Duration	5 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Analyze the global supply and demand dynamics of hydrocarbon markets.
- Evaluate pricing mechanisms and the role of benchmarks like Brent and WTI.
- Assess the impact of geopolitical events on hydrocarbon trade flows.
- Apply trade finance instruments and risk management strategies in hydrocarbon transactions.
- Interpret regulatory frameworks and trade agreements affecting the hydrocarbon industry.
- Design strategies for optimizing supply chain logistics in hydrocarbon trade.

WHO SHOULD ATTEND

- Professionals in the energy sector, including traders, analysts, managers, and consultants, who seek to deepen their knowledge of hydrocarbon markets and trade.

COURSE OUTLINE

Day 1: Introduction to Hydrocarbon Economy and Trade

- Overview of the hydrocarbon industry: oil, gas, and coal.
- Global energy demand and supply dynamics.
- Key producing and consuming regions.
- Introduction to hydrocarbon reserves, resources, and production.
- The value chain: upstream, midstream, downstream.
- Major companies and organizations (OPEC, IEA, etc.).
- Basic economic concepts: supply, demand, price formation.
- Environmental and geopolitical considerations.

Day 2: Hydrocarbon Markets and Pricing Mechanisms

- Global oil and gas pricing benchmarks.
- Spot markets vs. futures markets.
- Factors affecting prices: geopolitics, OPEC decisions, inventories.
- Long-term contracts and price formulas.
- Natural gas pricing: hub-based and oil-indexed.
- Impact of exchange rates and speculation.
- Price hedging and risk management.
- Case study: recent price shocks.

Day 3: Trade Flows, Logistics, and Infrastructure

- Major crude oil and product trade routes.
- Natural gas trade: pipelines vs. LNG.
- Coal shipping and handling.
- Pipeline networks and key chokepoints (Strait of Hormuz, etc.).
- LNG value chain: liquefaction, shipping, regasification.
- Storage facilities and strategic petroleum reserves.
- Ports, terminals, and refining hubs.
- Logistics costs and their impact on trade.

Day 4: Economic Impacts and Policy Frameworks

- Hydrocarbon revenues and government budgets.
- Royalties, production sharing agreements, and taxes.
- Subsidies and price controls.
- Trade agreements and sanctions (e.g., OPEC+, Iran, Russia).
- National oil companies vs. international oil companies.
- Energy security and diversification.
- Climate policies and carbon pricing.
- The shift to renewables and future of hydrocarbon trade.

Day 5: Practical Applications and Case Studies

- Case study: South Africa's hydrocarbon imports and exports.
- Simulation: trading oil futures or negotiating a contract.
- Group exercise: impact of a supply disruption.
- Presentation: energy transition and hydrocarbon demand outlook.
- Integrating course concepts into professional practice.

- Review and assessment.

ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **10 NQF credits** at **NQF Level 5**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 24,200.00	R 24,200.00
1	In-House	R 31,400.00	R 31,400.00
1	On-Campus (Pretoria)	R 36,200.00	R 36,200.00

UPCOMING SESSIONS

Start	End	Method	Venue
10 Aug 2026	14 Aug 2026	On-Campus	Durban, South Africa
10 Aug 2026	14 Aug 2026	On-Campus	Abu Dhabi, UAE
17 Aug 2026	21 Aug 2026	On-Campus	Harare, Zimbabwe
17 Aug 2026	21 Aug 2026	On-Campus	Shenzhen, China
24 Aug 2026	28 Aug 2026	On-Campus	Bangkok, Thailand
24 Aug 2026	28 Aug 2026	On-Campus	Victoria Falls, Zimbabwe
31 Aug 2026	04 Sep 2026	On-Campus	Lusaka, Zambia
31 Aug 2026	04 Sep 2026	On-Campus	London, UK

Contact us if no suitable date is listed – on-demand sessions can be arranged for groups.

HOW TO GET A QUOTE OR APPLY

1. **Get an instant quotation online:** visit www.aaticd.co.za, open the page for this course (Unit Standard AATICD-0281) and click **Get A Quote / Apply**. Select your training method and number of delegates – your quotation is generated immediately and emailed to you with the course brochure attached.
2. **Apply by email:** send the course title, your preferred training method (Online, In-House or On-Campus Pretoria), the number of delegates and your preferred dates to apply@aaticd.co.za – our team will reply with a formal quotation.
3. **Apply by phone or WhatsApp:** call **+27 12 004 8389** or WhatsApp **+27 65 077 6310** and we will prepare your quotation and reserve your seats.
4. **Confirm your booking:** accept the quotation and settle the invoice. As soon as payment is confirmed your delegates are enrolled and receive their AATICD LMS login details by email, along with joining instructions for their chosen training method.

Group discounts apply automatically – the more delegates you enrol, the lower the price per delegate. No payment is required to request a quotation.

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