# Crude Oil and Refined Products Sales Marketing Trading and Risk

Health, Safety and Environment (HSE)

## Course Overview

Crude Oil and Refined Products Sales Marketing Trading and Risk: a 5-day professional training course from LTC Consultants, delivered in-classroom across...

## What You Will Achieve

- Explain the core principles and current good practice in Crude Oil and Refined Products Sales Marketing Trading and Risk
- Apply practical tools and techniques for Crude Oil and Refined Products Sales Marketing Trading and Risk in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Crude Oil and Refined Products Sales Marketing Trading and Risk in practice
- Build a personal action plan to implement what you have learned

## Who Should Attend

HSE managers and officers, operations and site managers, supervisors, safety representatives and anyone accountable for workplace safety.

## Course Outline

1. Foundations of Crude Oil and Refined Products Sales Marketing Trading and Risk: principles, terminology and context
2. The business case: why Crude Oil and Refined Products Sales Marketing Trading and Risk matters to performance
3. Core tools, frameworks and methods
4. Applying the tools: guided case study and exercises
5. Common pitfalls and how experienced practitioners avoid them
6. Working with stakeholders: communication and influence
7. Measuring results and continuous improvement
8. Personal action planning and course review

## Upcoming Dates and Fees

| DATES | VENUE | FEE (PER DELEGATE) |
|---|---|---|
| 2 to 6 Nov 2026 | Gaborone | **$1,650** |
| 16 to 20 Nov 2026 | Kigali | **$1,395** |
| 23 to 27 Nov 2026 | Cape Town | **$1,450** |

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| 7 to 11 Dec 2026 | Lusaka | **$1,650** |

**LTC Consultants**
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Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.