

# Chemical Industry Business Management Mini MBA Training Course

31 May – 4 June 2027
Vienna

AGILE LEADERS
Training Center

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**Ref:** 1883_240431 **Date:** 31 May – 4 June 2027 **Location:** Vienna **Fees:** 5700 Euro

## Overview

Chemical Industry Business Management Mini MBA Training Course is a one-week executive-foundation programme for chemical-industry managers, technical professionals, commercial staff, operations leaders, and project coordinators moving into business responsibilities. Participants connect industry value chains, feedstock and energy exposure, strategy, portfolio choices, operations, supply networks, finance, commercial decisions, risk, sustainability, and leadership through an integrated executive case. This is professional development training and does not award, replace, or claim equivalence to an academic MBA degree. Agile Leaders Training Center delivers this focused chemical-industry business programme.

## Who Should Attend

- Technical professionals moving into management or commercial roles
- Plant, operations, maintenance, and project leaders who need a business perspective
- Sales, marketing, procurement, and supply-chain personnel in chemical businesses
- Finance and planning staff who support chemical-industry decisions
- Managers responsible for strategy, risk, sustainability, or portfolio performance

The course assumes workplace familiarity with industrial or commercial activity. It develops cross-functional decision literacy and does not replace specialist legal, engineering, accounting, process-safety, or investment authority.

## Departments and Industries

The course supports basic chemicals, specialty chemicals, petrochemicals, industrial gases, fertilizers, polymers, coatings, and chemical distribution.

- Executive management, strategy, and business development
- Operations, manufacturing, and asset management
- Finance, planning, and performance management
- Sales, marketing, procurement, and supply chain
- Risk, process safety, sustainability, and product stewardship

## Learning Objectives

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

- Map chemical-industry value chains, economics, and business drivers
- Frame strategy, portfolio, and investment choices using structured evidence
- Connect operational performance with supply, customer, and financial outcomes
- Interpret management accounts, cash flow, margins, and capital decisions
- Evaluate commercial, process-safety, supply-chain, and sustainability risks
- Present an integrated executive recommendation to stakeholders

## Course Agenda

### Day 1: Chemical Industry Economics and Value Chains

- Feedstock-to-Customer Value Chain Map
- Commodity, Intermediate, and Specialty Business Model Comparison
- Capacity, Utilization, Yield, Energy, and Margin Driver Tree
- Market Cycle, Trade Flow, and Competitive Position Review
- Industry Stakeholder and Regulatory Context Map

### Day 2: Strategy, Portfolio, and Growth

- Purpose, Strategic Position, and Business Model Canvas
- Product Portfolio Attractiveness and Capability Matrix
- Organic Growth, Partnership, Acquisition, and Exit Option Review
- Innovation Pipeline and Commercialization Gate Map
- Strategy Assumption, Scenario, and Execution Register

### Day 3: Operations and Supply-Chain Management

- Demand, Production, Inventory, and Service Tradeoff Model
- Feedstock, Utility, Logistics, and Supplier Risk Map
- Throughput, Quality, Reliability, and Cost Performance Dashboard
- Sales and Operations Planning Decision Cycle
- Resilience, Security, and Working-Capital Improvement Review

### Day 4: Finance and Commercial Decisions

- Income Statement, Balance Sheet, and Cash-Flow Linkage
- Variable Cost, Contribution Margin, and Break-Even Analysis
- Capital Expenditure, Discounted Cash Flow, and Sensitivity Review
- Pricing, Contract, Credit, and Customer-Profitability Decisions
- Management Performance and Value-Creation Scorecard

## Day 5: Leadership, Risk, and Sustainable Value

- Process-Safety, Product-Stewardship, and Enterprise-Risk Integration
- Energy, Emissions, Circularity, and Technology Transition Choices
- Governance, Change, Stakeholder, and Ethical Decision Map
- Executive Communication and Decision-Challenge Practice
- Capstone Exercise: Chemical Business Executive Case

## Practical Exercises

The course uses executive-level activities to connect technical and commercial evidence.

- Map a chemical product value chain and its profit drivers
- Prioritize a portfolio under market and capability constraints
- Balance production, inventory, service, and working capital
- Test a capital proposal against price, cost, and volume scenarios
- Present an integrated strategy, risk, and sustainability recommendation

## FAQs

### Is this an academic MBA degree?

No. It is a short professional training course that uses the Mini MBA market term and does not grant an academic degree, credit, accreditation, or degree equivalence.

### Is the course suitable for technical professionals?

Yes. It helps technical professionals connect plant, project, product, and safety evidence with strategy, finance, supply-chain, and commercial decisions.

### Does the course include chemical-industry finance?

Yes. It introduces management statements, margins, working capital, capital investment, cash flow, sensitivity, and performance measures at an executive-foundation level.

### How are risk and process safety addressed?

They are integrated into leadership, investment, operational, supply-chain, change, and performance decisions rather than treated as isolated compliance topics.

### What will participants take back to work?

A Chemical Business Executive Case Pack containing value-chain, strategy, operations, finance, risk, sustainability, and presentation tools.

## Conclusion

Participants return able to connect chemical-industry operations and technical realities with disciplined business choices and clear executive communication.