

# LPG Industry Markets and Commercial Strategy Training Course

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Geneva

AGILE LEADERS
Training Center

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## Overview

LPG Industry Markets and Commercial Strategy Training Course is a one-week intermediate course for commercial managers, supply planners, distribution leaders, and market analysts who need an LPG Market Decision File. Participants connect LPG value chain economics, LPG supply and demand analysis, LPG pricing benchmarks, LPG trade flow analysis, and LPG commercial strategy. The course turns scattered market signals into structured choices on sourcing, channels, contracts, exposure, and portfolio priorities. Agile Leaders Training Center presents LPG market and commercial decision practice.

## Who Should Attend

- Commercial teams responsible for market positioning, contract choices, and customer portfolios
- Supply planners responsible for balancing sources, inventories, routes, and seasonal demand
- Market analysts responsible for price relationships, trade flows, and scenario evidence
- Distribution leaders responsible for channel economics and market-access decisions
- Strategy and investment teams responsible for growth options and portfolio priorities

The course assumes participants work with LPG markets, commercial plans, supply information, contracts, or distribution decisions, and it leaves out cargo handling, plant operation, terminal safety, and compliance auditing.

## Departments and Industries

The course supports departments and industries that produce, trade, distribute, consume, finance, or evaluate LPG.

- Gas processing, refining, and natural-gas-liquids businesses
- LPG importers, exporters, wholesalers, and distributors
- Petrochemical, industrial-fuel, transport-fuel, and household-energy markets
- Commercial, trading, supply, planning, and business-development departments
- Finance, strategy, risk, market-intelligence, and investment functions

## Learning Objectives

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

- Analyze LPG value-chain economics and participant incentives
- Build supply-demand balances and trade-flow scenarios
- Compare regional price relationships and transport economics
- Evaluate contracts, channels, and customer-segment choices
- Prioritize market risks and commercial responses
- Build an LPG Market Decision File

## Course Agenda

## Day 1: Map the LPG Industry

- LPG Production and Fractionation Value-Chain Map
- Propane and Butane End-Use Segmentation Matrix
- Producer, Trader, Distributor, and Customer Incentive Map
- Storage, Transport, and Distribution Economics Canvas
- Commercial Issue and Evidence Register

## Day 2: Balance Supply and Demand

- LPG Supply Source and Yield Assumption Sheet
- Seasonal Demand and Inventory Balance Model
- Petrochemical, Heating, and Cooking Demand Driver Map
- Regional Import and Export Flow Diagram
- Infrastructure Constraint and Route Scenario Table

## Day 3: Analyze Pricing and Contracts

- Regional LPG Pricing Relationship Dashboard
- Benchmark Differential and Netback Calculation Model
- Freight, Storage, and Handling Cost Bridge
- Term and Spot Contract Comparison Grid
- Price Exposure and Commercial Clause Register

## Day 4: Shape Channels and Strategy

- Bulk, Cylinder, Autogas, and Industrial Channel Economics Matrix
- Customer Segment Attractiveness and Service Model
- Regulatory and Energy-Transition Scenario Map
- Market Risk Heat Map and Response Options
- LPG Portfolio Priority and Decision Scorecard

## Day 5: Practice Market Decisions

- Suggested Exercise: Reconcile a Supply-Demand Imbalance
- Suggested Exercise: Compare Regional Netback Options
- Suggested Exercise: Select a Distribution Channel Mix
- Suggested Exercise: Stress-Test a Commercial Scenario
- Capstone Exercise: Complete the LPG Market Decision File

## Practical Exercises

The course uses suggested activities to turn market evidence into traceable commercial decisions.

- Suggested activity: build a market balance from production, inventory, demand, import, and export assumptions.
- Suggested activity: compare price relationships, freight, storage, handling, and netback implications across routes.
- Suggested activity: evaluate customer segments, channel economics, contract structures, and exposure controls.
- Suggested activity: present a portfolio recommendation with assumptions, risks, triggers, and response options.

## FAQs

### Who suits LPG industry markets training, and what does it assume?

Commercial, supply, distribution, strategy, finance, risk, and market-analysis professionals suit the course. It assumes participants already use market, contract, supply, customer, or planning information in their work.

### How does LPG commercial strategy training differ from LPG operations training?

LPG commercial strategy training evaluates markets, economics, contracts, channels, exposures, and portfolio choices. LPG operations training manages facilities, transfer procedures, equipment, safety, and physical execution.

### What drives LPG supply and demand analysis?

LPG supply and demand analysis considers gas-processing and refining output, inventory, seasonal consumption, petrochemical feedstock demand, household and industrial use, infrastructure capacity, trade policy, and regional flows.

### How are LPG pricing benchmarks used in commercial decisions?

LPG pricing benchmarks provide reference points for differentials, netbacks, contract formulas, route comparisons, and exposure analysis. The relevant benchmark and adjustment depend on product, location, timing, quality, delivery terms, and the agreed contract.

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## What belongs in an LPG commercial market scenario?

An LPG commercial market scenario combines assumptions for supply, demand, inventory, prices, freight, infrastructure, regulation, customer behavior, contract flexibility, and risk triggers, then links them to defined response options.

## Conclusion

Participants take back an LPG Market Decision File linking market balances, price relationships, trade routes, contracts, channels, risks, and portfolio priorities. It changes disconnected reports into a traceable commercial decision record. Teams can update the file as assumptions, benchmarks, flows, customer needs, and risk signals change.