

Olefins Value Chain and Commercial Analysis Training Course

13 – 17 September 2027
Munich

AGILE LEADERS
Training Center

Olefins Value Chain and Commercial Analysis Training Course

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Overview

Olefins Value Chain and Commercial Analysis Training Course is a one-week intermediate course for petrochemical commercial, planning, operations, supply-chain, marketing, investment, and strategy professionals who leave with an Olefins Value Chain Decision Book. Participants connect feedstocks, cracking routes, ethylene and propylene derivatives, polymers, logistics, capacity, market balances, and margins. The course uses chain maps, conversion trees, balance models, cost bridges, and scenario comparisons. Agile Leaders Training Center presents this course on olefins value-chain and commercial analysis.

Who Should Attend

- Teams responsible for petrochemical commercial strategy and market analysis
- Functions responsible for feedstock, production, capacity, and operations planning
- Professionals responsible for polymer sales, marketing, and product portfolios
- Supply-chain teams responsible for storage, transport, and inventory decisions
- Analysts responsible for investment, economics, and margin evaluation
- Leaders responsible for downstream strategy and value-chain integration

The course assumes participants can interpret basic production, cost, or market information; it leaves out detailed reactor design, catalyst engineering, and unsupported price forecasting.

Departments and Industries

The course supports departments and industries that make decisions across olefins and polymer chains.

- Petrochemical, refining, and integrated energy companies
- Polymer, plastics, packaging, construction-material, and automotive suppliers
- Commercial, marketing, sales, and business-development departments
- Operations, planning, supply-chain, and logistics functions
- Strategy, investment, finance, and corporate-development teams
- Market intelligence, procurement, and portfolio-management groups

Learning Objectives

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

- Analyze olefins feedstocks and production routes
- Build ethylene and propylene derivative maps
- Compare polyethylene, polypropylene, and PVC chains
- Evaluate capacity, balance, and logistics constraints
- Apply cost and margin bridge methods
- Prioritize commercial and investment choices

Course Agenda

Day 1: Map Olefins Feedstocks and Production

- Hydrocarbon Feedstock and Yield Comparison Matrix
- Steam Cracking Process and Co-Product Flow Map
- Ethylene and Propylene Supply Route Diagram
- Refinery-Petrochemical Integration Interface Map
- Olefins Value Chain Boundary and Assumption Register

Day 2: Trace Derivatives and Polymer Routes

- Ethylene Derivative and End-Use Tree
- Propylene Derivative and End-Use Tree
- Polyethylene and Polypropylene Grade Portfolio Map
- Ethylene-to-EDC-VCM-PVC Chain Diagram
- Intermediate, Polymer, and Downstream Conversion Matrix

Day 3: Read Capacity and Market Balances

- Nameplate, Effective, and Operating Capacity Bridge
- Supply, Demand, Trade, and Inventory Balance Model
- Plant Outage and Availability Impact Tracker
- Regional Flow and Logistics Constraint Map
- Derivative Substitution and Demand-Sensitivity Matrix

Day 4: Analyze Costs, Prices, and Margins

- Feedstock-to-Product Variable Cost Bridge
- Co-Product Credit and Allocation Method
- Transfer Price and Integrated Margin Waterfall
- Price Spread and Chain Margin Dashboard
- Commercial Scenario and Decision Criteria Matrix

Day 5: Practice Value Chain Decisions

- Suggested Exercise: Compare Feedstock and Yield Positions
- Suggested Exercise: Map an Ethylene-to-PVC Chain
- Suggested Exercise: Reconcile an Olefins Market Balance
- Suggested Exercise: Test a Chain Margin Scenario
- Capstone Exercise: Present an Olefins Value Chain Decision Book

Practical Exercises

The course uses suggested activities to connect production evidence with commercial and investment choices.

- Suggested activity: compare feedstock, yield, co-product, capacity, and operating assumptions for two production routes.
- Suggested activity: map ethylene and propylene into polymers, intermediates, end uses, and logistics requirements.
- Suggested activity: reconcile capacity, outages, trade, inventory, and demand into a market-balance view.
- Suggested activity: build a margin bridge and recommend a commercial response under alternative scenarios.

FAQs

Who suits olefins value chain and commercial analysis training, and what does it assume?

Commercial, planning, operations, supply-chain, marketing, investment, and strategy professionals suit the training. It assumes familiarity with basic petrochemical production, cost, or market information.

How does olefins value-chain analysis differ from polymerization reactor training?

Olefins value-chain analysis connects feedstocks, production routes, derivatives, markets, logistics, capacity, costs, and margins. Polymerization reactor training concentrates on reactor technology, catalysts, process control, product quality, and operating response.

How are ethylene and propylene value chains mapped?

Ethylene and propylene chains are mapped from feedstock and production route through intermediates, polymers, co-products, end uses, logistics, capacity, trade, and commercial ownership.

What drives olefins and polymer margins?

Margins depend on feedstock cost, yield, energy, operating rate, co-product credits, logistics, product mix, contract and spot pricing, market balance, and integration across the chain.

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How does PVC fit within the ethylene value chain?

PVC connects to ethylene through the ethylene-to-EDC-to-VCM route, followed by polymer production and downstream conversion into products for sectors such as construction and manufacturing.

Conclusion

Participants take an Olefins Value Chain Decision Book back to their organization. It combines feedstock routes, derivative maps, capacity balances, logistics constraints, cost bridges, margin scenarios, and decision criteria. Teams can use it to align commercial, operating, supply-chain, and investment choices around shared value-chain evidence.