

UNIVERSITY OF PETROLEUM & ENERGY STUDIES JOINTLY WITH MANAGEMENT DEVELOPMENT INSTITUTE MURSHIDABAD OFFERS ADVANCED CERTIFICATE PROGRAM IN PETROLEUM SUPPLY CHAIN AND OPERATIONS MANAGEMENT

AUGUST 1 - 5, 2022



ABOUT THE PROGRAMME

The oil and gas industry operates through a global supply chain that includes domestic and international transport, trading, shipping, ordering, and inventory visibility and control to maximize customer value and achieve a sustainable competitive advantage. Other, supply chain elements include material handling, import/export facilities, and the distribution of refined energy products from points of origin to market.

Petroleum supply chain process is linked together through physical flows and information flows. Physical flows involve the transformation, movement and storage of goods and materials which is the most visible piece of the supply chain. Information flows allow the various supply chain partners to coordinate their long-term plans, to control the day-to-day flow of goods and materials up and down the supply chain.

This program will explore key concepts to optimize the balance between supply chain responsiveness and the costs required to deliver desired business results. The program will help participants develop impactful skills vital to achieve and sustain operational performance improvement while developing their own professional skills and critical thinking abilities. Key focus of the program is to make the participants learn solving problems using structured methods, make data driven business decisions and engage more effectively with their peers using team based problem-solving approach.



WHO CAN ATTEND

- Supply Chain Professionals
- Sourcing, Procurement and Supplier Management Professionals
- Production and Manufacturing Professionals
- Managers who need an understanding of the relationships between risk, cost and service in petroleum supply chain
- Purchase and Contract Management Professionals

- Project, Engineering, Operational, and Maintenance Personnel involved in the Planning and Execution of Purchases and Contracts
- Senior Supply Chain Managers looking at thought leadership of their own supply chain



TRAINING METHODOLOGY

Training methodology will include facilitator led interactive discussions and sessions leveraging year(s) of hands-on supply chain experience across oil & gas industry. Experts will use real-world challenges and solutions, exercises and case studies during the delivery of the program. Post each session, participants will take short quizzes to test their newly acquired knowledge. Participants will also have to complete a live project at the end of the program.



LEARNING OUTCOMES

- Understand the complexities of supply chain operations in the oil & gas industry
- Understand how to mitigate supply chain risks by using analytical tools
- Reduce costs and make service quality improvements
- Understand to work with suppliers and providers both internally and externally
- Appreciation of technology in creating value to the petroleum supply chain



VENUE & DATES

The programme will be held at Management Development Centre, UPES, Energy Acres, Bidholi Campus, Dehradun from **August 1- 5, 2022.**

PROGRAMME SCHEDULE
ADVANCED CERTIFICATE PROGRAM IN
PETROLEUM SUPPLY CHAIN AND OPERATIONS MANAGEMENT

Day 1, August 1, 2022 (Monday)	
09:30 am – 11:00 am	Oil & Gas Industry Fundamentals – Understanding the Petroleum Value Chain Overview of Oil & Gas Industry Role of Petroleum in Modern Civilization History of Petroleum supporting Global Civilization Economics of Oil & Gas Sector
11:00 am – 11:30 am	Break
11:30 am – 01:00 pm	Oil & Gas Industry Fundamentals – India and the World Evolution of Petroleum Sector in India Indian Petroleum Scenario Vs Global (Future Trends)
01:00 pm – 02:00 pm	Lunch Break
02:00 pm – 03:30 pm	Understanding Integrated Operations in Oil Industry – From Well to a Fuel Tank Understanding the Oil and Gas Streams: Upstream Midstream Downstream
03:30 pm – 04:00 pm	Tea Break
04:00 pm – 05:30 pm	Modern Day End to End Supply Chain – Value Added Customer Experience Key Drivers for Efficient Supply Chain Management in Oil & Gas Industry
05:30 pm – 06:00 pm	Wrap up & Next Steps
Day 2, August 2, 2022 (Tuesday)	
09:30 am – 11:00 am	Challenges in Petroleum Supply Chain – Preventing Disruptions Intricacies in Petroleum Supply Chain Global Practices Handling End to End Petroleum Supply Chain in India
11:00 am – 11:30 am	Tea Break
11:30 am – 01:00 pm	Forecasting Demand in Bulk & Packed Petroleum – Leveraging Technology in SCM Designing a Framework for Key Factors affecting Petroleum Supply Chain on a Digital Platform Demand Projection towards Effectiveness of Petroleum Supply Chain
01:00 pm – 02:00 pm	Lunch Break
02:00 pm – 03:30 pm	Strategic Operations Management for Successful Market Share Product Development Quality and Product/Service Delivery
03:30 pm – 04:00 pm	Tea Break
04:00 pm – 05:30 pm	Strategic Operations Management in Petroleum Industry – Seamless Supplies and Accounting Product Marketing Accounting & ERP Principles Administration
05:30 pm – 06:00 pm	Wrap up & Next Steps
Day 3, August 3, 2022 (Wednesday)	
09:30 am – 11:00 am	Role of Supply Chain in Core Operations – Robust Processes, Fruitful Results Input Process Inventory Process (Outsourcing, Production) Distribution Process
11:00 am – 11:30 am	Tea Break
11:30 am – 01:00 pm	Supply, Operations & Distribution – The 3 Pillars of E2E Supply Chain Product Sourcing Strategy (Make or Buy Decisions) Development of Service Oriented Logistics Network Aligning Demand to Supply & Distribution Structure, Reducing Cost
01:00 pm – 02:00 pm	Lunch Break
02:00 pm – 03:30 pm	Aligning Logistics to Supply Chain in Oil & Gas Industry – I Strategic Alignment of Supply and Demand in Indian Context Sequencing and Choosing the Right Mode of Supply
03:30 pm – 04:00 pm	Tea Break
04:00 pm – 05:30 pm	Aligning Logistics to Supply Chain in Oil & Gas Industry – II Strategic Alignment of Supply and Demand in Indian Context Planning Product Positioning with Traceability
05:30 pm – 06:00 pm	Wrap up & Next Steps
Day 4, August 4, 2022 (Thursday)	
09:30 am – 11:00 am	Lean Process of Manufacturing Operations in Lube Operations Understanding the Key Lean Principles in Lube Manufacturing, Storage and Distribution Value Value Stream Flow Pull Perfection
11:00 am – 11:30 am	Tea Break
11:30 am – 01:00 pm	Safety Practices in Oil & Gas Industry – Importance of HSE Role of Safety in Petroleum Industry Essentials in Safety Setup Importance of Maintenance Mandatory HSE Requirements Occupational Health & Safety Practices in Oil & Gas
01:00 pm – 02:00 pm	Lunch Break
02:00 pm – 03:30 pm	Know the Petro-Retail Business Drivers of Petro Retail Business Aligning SCM for Effective Retailing Management
03:30 pm – 04:00 pm	Tea Break
04:00 pm – 05:30 pm	Marketing Operations in Petroleum Aviation Business Flying High with Excellence Importance of Q&Q in Aviation Optimal Inventory
05:30 pm – 06:00 pm	Wrap up & Next Steps
Day 5, August 5, 2022 (Friday)	
09:30 am – 11:00 am	Understanding the Nuances of Direct Sales Business Customer Classification Customer Segmentation Timelines in Schedules and Service Uniqueness of Logistics Management in Direct Sales Business
11:00 am – 11:30 am	Tea Break
11:30 am – 01:00 pm	Digital Drivers in Oil & Gas Business Importance of CRM BI as a Tool to Support Oil Value Chain Demand Projection System Vehicle Tracking System
01:00 pm – 02:00 pm	Lunch Break
02:00 pm – 03:30 pm	Group Presentations by Participants
03:30 pm – 04:00 pm	Tea Break
04:00 pm – 05:30 pm	Group Presentations by Participants
05:30 pm – 06:00 pm	Valediction Ceremony & End of Program



COURSE FEE

The course fees will be Rs. 55000+18% GST

The programme fee can be paid by Electronic Fund Transfer, Demand Draft/ Cheque payable in favour of "University of Petroleum & Energy Studies" Dehradun

Account Details

Account Name: University of Petroleum & Energy Studies

Bank Name: Yes Bank, 56 Rajpur Road, Dehradun

Account Number: 01159460000224

IFSC Code : YESB0000115

No refund of course fee but substitution may be allowed

Early Bird Discount: Nominations received with payments on or before June 15, 2022 will be entitled to an early bird discount of 10%.

Group Discount: Any organization sponsoring more than three participants to a program will be entitled to a complimentary nomination for the program provided that at least three participants actually attend the program.



FACULTY PROFILE

Dr. Neeraj Rawat

Dr. Neeraj Rawat is a dynamic and self-motivated professional with 25 years of experience in the Industry and Academics. He holds a doctoral degree in marketing & customer relationship management. He has rich experience of conducting management development programs (MDPs), customised training programs in behavioural and functional domain across various sectors. He is enthusiastic about strategic and modern management techniques, advertising & brand management, CRM, cost estimation & control and energy management.

As an inspirational facilitator and mentor he has conducted more than 200 plus programs for corporates and individuals.

Prof. R Radhakrishnan

Prof. R Radhakrishnan is a highly experienced Oil & Gas Industry professional having worked for over 38 years in Hindustan Petroleum Corporation Ltd (HPCL). He superannuated from HPCL as Executive Director, Information Systems (Functional) in February 2020.

His rich experience in downstream oil & gas business includes operations, marketing research and analysis, retail sales, direct consumer sales, LPG marketing and aviation business functions with strong exposure to networking with customers, dealers, business partners, government agencies associated within the oil sector, setting up infrastructure, development of business plans and strategy at operating and strategic senior levels.

Prof. Pradip Sarma

Prof. Pradip Sarma has vast exposure of 34 years in oil & gas industry dealing with different business units in aviation, logistics and retail marketing. He superannuated from HPCL as All India Head of IS-Operations & Distribution enhancing use of technology to manage supply chain in bulk petroleum, LPG bulk & packed and bulk & packed lubes. His core competencies are in operations logistics, packaging

and supply chain management of bulk and packed petroleum products under administered pricing mechanism as well as deregulated pricing system, optimising supply value chain in petroleum industry.

Prof. Bharat Bhushan

Prof. Bharat Bhushan has held key positions in Direct Sales, Retail and LPG marketing during his 37 plus years of experience in oil & gas industry with HPCL. Pricing of deregulated petroleum products, and economy in logistics have been his strong areas. He spearheaded Customer Relationship Management implementation project with user count of more than 23,000 in HPCL across all SBUs and functions. He is known for creating value for business through technology

Dr. Sunil Giri

Dr. Sunil Giri is B.Tech (Electrical Engineering), MBA and PhD in Supply Chain Management. He has handled various position like Director, School of Business, Member Academic Council, Chairman Board of Studies (SOB), Chairman MDP & Consulting (COM) at SMVD University.

He is having 14 years of rich experience in management teaching, training & consulting and research. His research interest is sustainable supply chain, QR logistics, humanitarian logistics, supply chain visibility, lean manufacturing and quality management.

ABOUT UNIVERSITY OF PETROLEUM AND ENERGY STUDIES (UPES)

Established in 2003, the University of Petroleum and Energy Studies (UPES) is a multidisciplinary institution renowned for its industry-aligned curriculum and leading-edge specialisations. It is recognised by India's University Grants Commission and is NIRF ranked by the Ministry of Education, Government of India. Accredited Grade 'A' by NAAC and awarded QS 5-Star rating for Employability, Academic Development, Facilities, and Program Strength. Located in the serene locales of the Himalayan foothills, the university has a sprawling 44 acres campus and state-of-the-art infrastructure.

The university's singular purpose is to enable each one achieve their individual purpose in life, through the guiding light of knowledge. With an ambitious vision and unique approach, UPES has emerged as an innovative institution offering industry-focused specialised programs.

ABOUT MDI MURSHIDABAD

The campus of MDI Murshidabad is located in the central part of the state of West Bengal, India. Management Development Institute (MDI) was set up as an autonomous body in 1973. With an intention to impart management education, nurture local talent, and groom them to become global Leaders, Management Development Institute (MDI), launched its Murshidabad campus in 2014. MDI renews its commitment towards imparting quality management education. MDIM prides itself in not only providing Management Education but also developing ethical corporate citizens for tomorrow's India. The Murshidabad campus is a part of MDI's vision to nurture and promote local talent and enterprise.

Certificate of participation shall be provided after the completion of the course and submission of course feedback

CONTACT INFORMATION



University of Petroleum and Energy Studies

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CHAIN AND OPERATIONS MANAGEMENT**

August 1 - 5, 2022

Management Development Centre, Energy Acres, UPES, Dehradun

REGISTRATION FORM

**PARTICIPANTS INFORMATION
[PLEASE FILL IN CAPITAL LETTERS]**

FULL NAME (Mr. / Ms.)				
DESIGNATION				
DEPARTMENT		Employee No. (if applicable)		
ORGANISATION (if applicable)				
COMMUNICATION ADDRESS				
	City:	State:	Pin Code:	
TELEPHONE	Office:	Extension:	Mobile :	
E-MAIL ADDRESS	Official :			
EDUCATIONAL QUALIFICATION				
WORK EXPERINECE (Total no. of Years)				
AUTHORIZATION (Self/Company)				
PAYMENT RECEIPT (Transaction ID/UTR No.) & BANK NAME				
Source of Information about the Programme	Kindly (✓) in the appropriate box			
	(1)	MDIM Source <input type="checkbox"/>	(2)	UPES Source <input type="checkbox"/>
	(3)	Any other (specify) <input type="checkbox"/>	(4)	Website (MDIM/UPES) <input type="checkbox"/>
COMPANY GST & TAN NUMBER (If nominated by Company)---				

Date & Place:

(SIGNATURE OF THE PARTICIPANT)

[Please attach copy of your Visiting Card (if available)]