

# Oil Facilitator Training – Curriculum

**GOGT Oil Facilitator Training Curriculum includes the following:**

## **1. Oil & Gas Industry Fundamentals**

- Basics of upstream, midstream, downstream operations
- Crude oil types (e.g. Brent, WTI, Dubai)
- Petroleum products and specifications (e.g. D2, D6, JP54, LNG)
- Supply chains and logistics in oil trade

## **2. Trading Structures & Markets**

- Spot vs long-term contracts
- FOB vs CIF vs CFR vs DDP vs EXW explained
- Platts pricing, Argus, ICE futures, NYMEX
- Understanding price volatility and hedging basics

## **3. Roles and Ethics of a Facilitator**

- Understanding the facilitator's non-broker, non-seller role
- Legal do's and don'ts
- How to avoid scams and fraudulent deals
- Confidentiality and NDA protocols

## **4. Documentation & Procedures**

- LOI (Letter of Intent)
- ICPO (Irrevocable Corporate Purchase Order)
- SPA (Sale and Purchase Agreement)
- POP (Proof of Product)
- TSR (Tank Storage Receipt)
- SGS / CIQ inspections and certificates
- Payment methods (SBLC, DLC, TT, Escrow)

## **5. Communication & Negotiation**

- Effective business communication skills
- How to ask the right questions
- Managing cultural differences in international business
- Negotiating terms without overstepping your role

## **6. Due Diligence & Risk Management**

- Verifying buyers and sellers
- Red flags of fake offers
- Working with compliance teams
- KYC (Know Your Client) and AML (Anti-Money Laundering)

## **7. Practical Case Studies**

- Examples of successful transactions
- Examples of deals that fell through and why
- Hands-on drafting of transaction documents

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- Role-playing buyer-seller-facilitator scenarios

## 8. Digital Tools & Trends

- Platforms for oil trade listings
- Blockchain in oil trade
- Digital document management
- AI tools for trade analysis

## 9. Regulatory Compliance

- OFAC sanctions and global sanctions lists
- Export-import regulations
- Maritime regulations affecting oil shipments

## 10. Building a Network

- How to build trusted contacts
- Attending industry events
- Online professional presence (LinkedIn, trade forums)

## Training Outcome

- Understand oil products, markets, and trading mechanics
- Be able to interpret trade documents and procedures
- Recognize fraud red flags and avoid scams
- Communicate effectively as a middleman
- Build an ethical and compliant practice

## Who would benefit?

- New oil facilitators
- Existing traders expanding into facilitation
- Entrepreneurs looking to enter oil brokering
- Logistics professionals wanting trade insight
- Legal and compliance staff in oil trade firms

## Price Options

### Basic Introductory Course (6 hours)

- Overview of oil trading, documents, basic facilitator role
- Self-paced videos + downloadable slides
- No personal mentorship or live sessions
- **Price: USD \$799**

Good for newcomers testing the waters.



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## Intermediate Level (15 hours)

- All key modules listed earlier (documents, procedures, compliance, negotiation)
- Pre-recorded video + some live Q&A sessions
- Includes case studies, quizzes, and certificate
- Possibly a closed networking group (e.g. Telegram/Discord)
- **Price: USD \$1499**

Ideal for serious individuals wanting to operate as a facilitator.

## Advanced Professional Training (50 hours)

- Deep dive into:
  - Regulatory compliance (OFAC, sanctions)
  - Complex deal structures
  - Live simulation of trades
- Regular live sessions with trainers
- Individual feedback on practice documents (LOIs, ICPOs, etc.)
- Certificate branded with GOGT credibility
- Possibly limited seats to keep it exclusive
- **Price: USD \$4,599**

Suited for professionals, corporate staff, or entrepreneurs looking to work high-value deals.

## Premium “Masterclass” with Mentorship

- Everything in Advanced level
- 1-on-1 mentorship or consulting hours
- Direct introductions to vetted industry contacts (if GOGT offers this)
- Ongoing support for several months
- **Price: USD \$11,999**

This is for serious facilitators aiming to handle multi-million-dollar transactions and avoid costly mistakes

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You Can Also Visit Our Website <https://www.globaloilandgastrading.com>