



INTRO TO ENERGY TRADING FOR THE NON-TRADER

Presented by Energy Management Institute



Achieve a solid understanding of the “what, who and how” of successful energy trading.

COURSE DATES & LOCATIONS

- March 8, 2017: Houston, TX
- May 4, 2017: Houston, TX

REGISTER TODAY!

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DETAILS INSIDE



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Are you unaware of the myriad of instruments available for trading and do you know the implications of each tool & technique as it relates to your specific job function? Have you ever wondered how the CME NYMEX and ICE actually work? How floor and electronic trading operations function? These are but a few of the questions that will be answered in this action packed comprehensive program designed for the non-trader.

What You Will Learn

This dynamic, information-packed program will help you develop a solid foundation in energy trading as you examine all of the instruments, tools and techniques available to the energy trader today. You'll explore the nuances and quirks specific to the energy markets, understand the risks and rewards across sectors and develop a macro view designed to improve your trading knowledge and help you understand successful trading programs. Topics examined during this course include:

- The basics and fundamentals of energy trading
- The vocabulary of trading
- The what, why, how & who of trading
- Energy market structure
- Market participants
- The intertwined relationship of fundamentals and futures
- Technical & fundamental analysis; how and when to combine the two
- Market behavior
- System development & testing
- All about CME NYMEX and ICE
- Real time trading examples for all products in the energy infrastructure using the various technical tools & techniques
- What the various energy trading instruments, tools & techniques are and what is encompassed in the profession of energy trading
- How all of the tools & techniques work
- How these tools can be applied to the development of a successful trading program

Plus, don't miss the newly added simulated trading exercise!

Who Should Attend

This EMI program on energy trading has been designed for the "non-trader". The course is applicable to mid & back-office personnel in all levels of the energy infrastructure. Individuals in every functional support area of responsibility who are impacted by trading operations will benefit from this program. Employees providing mid & back office support such as marketing, sales, IT, strategy, research, engineering, supply & distribution, trading risk management, purchasing & financial & accounting will find the course highly beneficial.

COURSE DATES & LOCATIONS

■ **March 8, 2017 - Houston, TX**
8:30am-4:30pm

■ **May 4, 2017 - Houston, TX**
8:30am-4:30pm

See last page for venue addresses.

REGISTER ONLINE

EMI CERTIFICATION CREDIT



This course earns 3 credits towards EMI Certification.

Not enrolled? Learn more about EMI's Certification Program and enroll today at cert.emi.org

REGISTRATION FEES

1st delegate: \$1,195
2nd delegate: \$995
3rd delegate: \$800



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Course Syllabus

Session 1: The Basics

Let's set the stage by reviewing the basics of Energy Trading—Markets, players, tools and techniques. Is it a good business? We'll look at the history of energy trading starting with the pre-futures market days to today's world. Significant differences... significant opportunities.

Session 2: Fundamental Trading & Arbitrage

Are market fundamentals leading the futures market or are futures leading the fundamentals? Yes to both. This session will discuss how fundamentals & futures are intertwined with each other. We'll examine various futures/physical trades & positions from both a trading & risk management perspective. What do the arbs tell us? How and why does one enter and exit futures arbs? What is the upside & downside? Is there such a thing as a perfect, riskless futures arb trade? We will explore the answers to these questions and more as we maximize the use of the opportunities the futures market gives us.

Session 3: Technical Analysis Versus Fundamental Analysis

The journey will start with a historical overview of choosing whether to use fundamental or technical analysis to improve your skills. But why choose when each is a compliment to the other? We'll explore the concept of Techno-fundamental analysis as we discuss the details of each method, when and how use each, and when to combine both approaches. This is just the beginning on a macro approach to improve your timing in energy markets.

Session 4: Behavior of the Market & Participants – Philosophy & Psychology

Before moving into other technical tools & techniques lets pause to get a better understanding of market behavior. Follow the trend, contrarian theory, interpreting the news, waves, and fear & greed are just a few of the things that make traders react. We'll discuss the philosophy & psychology of the trader and point out some no-nonsense rules that should be a part of everyone's trading repertoire to successfully compete in this fast-moving and highly volatile energy market.

Session 5: Time To Create Some Trading Systems

Is it possible to improve your results by combining indicators/techniques? The answer is yes—in a carefully & objectively designed and tested system. Several excellent software programs exist on the market that allow the user to develop and back-test any combination of classical indicators and indicators currently used in the market as well as allowing the user to develop their own market indicators. This session will look at a few basic systems and discuss how they performed in various energy markets.

Session 6: Money Management

We all know the three most important things about the real estate market are location...location...location. Well the three most important things about trading are money management...money management...money management, topped with discipline. We will end the first day with a litany of the rules and approaches that work when trading any commodity in any market. The key to successful trading is longevity. One needs to be in to win it.

Session 7: Overview of Energy Trading Markets

We'll discuss the three main energy sectors: oil, nat gas and electricity. As we try to understand the risk and reward for trading in each sector, we'll look at and discuss why each of these sectors is at different levels of commoditization and the types of trading that occurs in each area. Which players dominate which sector and why? Which sector has the most profitable trading opportunities? How does the international market play into the three US sectors? Why should you select one trading sector over the other?

Session 8: Simulated Trading Exercise – Test Your Knowledge First Hand.

This program includes an exciting real-time simulated trading exercise! You'll quickly learn real trade strategy and techniques to help you put to use the lessons learned in this course today.

CPE CREDITS



This course earns 8 CPE credits.

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State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN, 37219-2417. Web site: www.learningmarket.org.



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Learn From the Experts that Experts Trust

EMI experts are frequent editorial contributors to petroleum magazines & are trusted by today's leading news sources.

Our experts have been featured in:

Futures Magazine • The Wall Street Journal • USA Today • The New York Times • The Washington Post • Journal of Commerce • CNN • NBC • CBS • ABC • Bloomberg • Reuters

EMI's leading industry experts have an average of over 30 years of knowledge and experience in:

**Energy • Commodity trading • Risk management
• Education • Consulting • Financial services**

Plus many years of managing marketing, international trading, manufacturing, consulting, start-up operations and project finance operations of well-known companies; integrated major oil companies as well as international trading companies.

EMI's industry experts have also provided risk and value management analysis, advice, information, and services to a variety of companies in the electric power industry. Clients have included power marketers, integrated utilities, retail power providers, hedge funds, and power plants.

Highlights of our instructors' experience include: • Developing a suite of models for a variety of power markets that quantify value and risk • Managing spark spread portfolios for hedge funds in the power markets • Operating in futures trading pits as a market observer in the power markets • Developing working papers for investigations and performing compliance audits in the power industry • Helping Texaco initiate its first use of futures exchanges as an integral part of hedging/trading strategy • Chief Operating Officer of Triwell Marketing and refining • Director of OPIS, Oil Price Information Service, a management-consulting and educational services group that solely focused on the downstream energy industry • Member of Board of Directors of Longview Refinery • Member of the New York Mercantile Exchange Petroleum Advisory Board • Expert witness for a hearing before the subcommittee on surface transportation for the Commerce, Science, and Transportation Committee of the US Senate • Supplied expert testimony to a US Senate sub-committee hearing on diesel petroleum product pricing • Supplied testimony to the Federal Highway Administration regarding fuel tax evasion • Expert witness in a MTBE litigation against the major oil companies • Publishers of The Daily Hedger, BTU's Daily Gas Wire and BTU's Daily Power Report, which advise thousands of petroleum professionals daily.

Our instructors are frequent expert speakers for numerous petroleum industry events and trade associations including: • DOE DESC World Energy Conference • OPIS Fleet Fueling • CME NYMEX • Fuel Management University • NATSO • ATA • AAA • Dairy Distribution • eyeforEnergy eCommerce • OPIS Supply Summit • CIOMA • American Society of Mechanical Engineers • American Society of Lubricating Engineers • Ambrust Aviation • NACHA.

Over the years EMI has developed a series of intensive courses covering all aspects of Energy from production all the way to managing the impact price and volatility on the margin of end-users, resellers, traders, marketers, shippers, retailers and refiners. Our instructors have had the privilege to instruct thousands of professionals representing all aspects of the energy industry, including every major oil company (i.e. Exxon Mobil, BP, Shell, Equilon, Motiva) major power utilities (i.e. Sempra, Edison Mission, Berkley, Toronto Hydro, Dominion, Conectiv) small marketers (i.e. Sprague, Getty, Southern Counties, Western Petroleum) trucking fleets from 50 to 10,000 (i.e. UPS, U.S. Postal Service, Yellow, Pepsi, Werner), gasoline-powered fleets hyper-markets (i.e. The Pantry, Wawa, BJs Wholesale) and many fortune 500 energy consumers.



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REGISTER ONLINE

Registration Fees:

1st Attendee: \$1,195 for full program

2nd Attendee: \$900

3rd Attendee: \$800

1 CHOOSE YOUR COURSE DATE/LOCATION

March 8, 2017

Regus Conference Center
800 Town and Country Blvd.
Suite 300
Houston TX 77024
PH: 832.431.3000

May 4, 2017

Regus Conference Center
800 Town and Country Blvd.
Suite 300
Houston TX 77024
PH: 832.431.3000

Hotel recommendations for select course locations available online at www.energyinstitution.org/hotels

2 ENTER ENROLLMENT DETAILS

First Name: _____ Last Name: _____

Company Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____ Email Address: _____

3 MAKE PAYMENT CHOICE

Please invoice my company (payment must be received prior to course date)

Pay by credit card (circle one): Mastercard Visa American Express

Card Number: _____ Expiration Date: / /

Card Holder Name: _____

Card Holder Signature: _____

4 SUBMIT REGISTRATION FORM

EMAIL: Send form to register@pmaconference.com.

TEL: Call PMA Conference Management at 201.871.0474

FAX: 253.663.7224

POST: PMA Conference Management
POB 2303
Falls Church, VA 22042

REFUND/CANCELLATION POLICY

Attendees may reschedule for a different date or course with no penalty. Attendees may substitute a colleague in place of themselves as long as prior notice is given to EMI.

Course fees are 100% refundable up to 14 days prior to course date, 80% refundable up to 5 days prior to course date and 50% refundable up to 2 days prior to course date. Cancellations are non-refundable thereafter.