

## JCCP Regular Course Program Completed

Course No. TR-3-17      April 11-21, 2017

Course title: Marketing Management

Course Coordinator : Mr. Masayuki Jimbo

### <Content>

1. Petroleum Industry in Japan; Refining, product shipping system, integrated refueling system in airport, latest service station facilities, retail dealer business
2. Business skill workshop; oil derivatives, decision making process of crude oil buyers, advanced negotiation, procurement, financial accounting

### <Site visits>

Idemitsu Kosan, Aichi refinery

Fujitani inc., depot, service stations

Sanai oil, Haneda airport branch

### <Countries> 10 countries / 15 participants

Azerbaijan, Colombia, Ecuador, Indonesia, Iran, Kazakhstan, Mexico, Peru, Saudi Arabia, Vietnam

