

SUSTAINABLE PROCUREMENT STRATEGIES

SEMINAR, 1 DAY

Knowledge of the basics of risk management forms the basis for safely navigating the imponderables of energy procurement and sales. Expert knowledge about the special risks in the energy industry, such as price and volume risks as well as liquidity risk, is elementary in order to establish adequate reactions in the business models. This seminar teaches the basics of risk assessment, risk management and how to deal with risks – the optimal prerequisite for ensuring that risks do not become your problems in the future.

Your contents

Session 1: Introduction to risk management

- What is risk?
- What are the risks in the energy industry?
- Definition of risk and risk management
- Presentation of the risk management process
- Classification of risk management in the company

Session 2: Risk assessment and risk indicators

- Efficient use of a risk map to assess risks
- Measurement of risks

Session 3: Deriving risk management strategies

- Risk and opportunity – two sides of the same coin
- Risk diversification in procurement
- Overview of trading and procurement strategies
- Risk capital vs. risk premiums

Session 4: Risk management with derivative trading products

- Hedging with derivatives
- Volume hedging vs. value-neutral hedging
- Dealing with liquidity, counterparty and market price risks
- Sensible use of risk ratios such as Value at Risk (VaR)
- Cash flow at risk (CfaR)

Session 5: Implementation of risk management processes

- Risk management and derivation of risk manuals
- Content of a risk manual
- Presentation of the escalation principle
- Distribution of roles in the company
- Exemplary risk manual

Session 6: Summary

- Analysis of the current market situation
- Final discussion

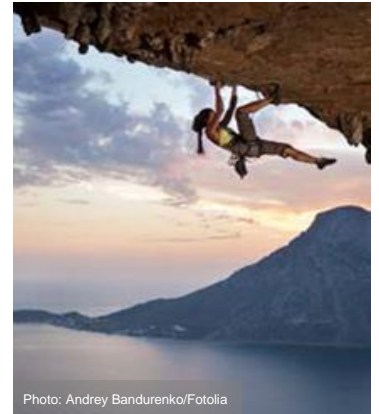


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TARGET GROUP

- Specialists and managers from the risk management and trading departments
- Employees from the departments portfolio management, finance and controlling, corporate development and planning
- Investors and financial service providers

YOUR BENEFITS

After this seminar you will be able to:

- calculate risk ratios and assess risks,
- assess your company's risk appetite,
- organise risk management as a process and
- create a simple risk manual and define strategies for risk avoidance.

Our **simulation games, e.g. on the futures market for electricity**, support the optimal learning effect through practical and playful application of the theoretically imparted knowledge. The simulation games are available as an online game and as a board game.