

ASDEM 

A T H E N S

19-21 OCTOBER 2026



DEAL TO DELIVERY

ENERGY TRADING & TANKER SHIPPING

— THE OPERATOR'S MASTERCLASS —

• A MASTERCLASS AT ALBA • MONDAY TO WEDNESDAY • 19-21 OCTOBER 2026 •

THREE DAYS THAT TURN A CAPABLE OPERATOR INTO A FORMIDABLE ONE.

ORGANISED AND BROUGHT TO YOU BY ASDEM

ATHENS, GREECE

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THE OPERATOR OWNS THE EXECUTION OF THE TRADE —AND THIS IS WHERE THAT CRAFT IS TAUGHT IN FULL.

In the week of the Athens Tanker Conference, Alba Graduate Business School —a centre of learning that has long backed the shipping community in Athens and across Europe —opens its doors to three intensive days on the whole of the operator's world: taking a concluded trade and turning it into delivered barrels.

Fifteen of Alba's hand-picked postgraduate students take part alongside fifteen working professionals —thirty in the room —each teaching the other. It is run not-for-profit, in genuine support of the Greek and the wider European shipping community, and it is a rare chance to invest three days in the people who run your voyages.

WHAT THE THREE DAYS COVER

Twelve ninety-minute sessions, built around the working example of a real integrated oil trading company, so nothing stays abstract. You move from the market and the price, through the oil, the contracts and the money, to the life of a voyage the whole course builds toward.

WHO TAKES PART

A cohort of thirty —fifteen Alba postgraduate students, taking part as part of their shipping studies, alongside fifteen shipping-industry professionals: operators, traders, chartering and post-fixture staff, and those in trade finance, contracts and credit. Practitioners and students teach and learn from one another, and everyone leaves sharper for it.

THE SYLLABUS AT A GLANCE

Twelve sessions across three days —four a day. The full detailed syllabus is available on request.

Day 1 · Energy as a commodity —the trading landscape and the commercial-and-operations matrix; the physical oil, its refining, feedstocks and products; environmental regulation, sanctions, compliance and war risk; pricing the oil.

Day 2 · Contracts, trading instruments, chartering and terminals —sale contracts and trade terms; futures, forwards, swaps and options; tanker chartering and the choice of charterparty; terminals.

Day 3 · The life of a voyage —operations on board and the voyage; nomination, documentation and settlement; freight, laytime and demurrage; operations and logistics.

WHERE & WHEN

Monday to Wednesday, 19–21 October 2026, 09:30 – 17:00 each day — four ninety-minute sessions a day, with morning and afternoon coffee and a proper lunch break. Held at Alba Graduate Business School, The American College of Greece, 6–8 Xenias Street, Plateía Mavili, 115 28 Athens. The whole cohort walks into the Athens Tanker Conference on the Thursday, and its reception, as our guests.

TAKING PART

A not-for-profit initiative, run at cost. Professional places are offered to the clients and customers of Asdem at a contribution of EUR 625 for the three days —the same for everyone, no discount, and nothing taken beyond covering the event. Priority to those attending the Athens Tanker Conference. A certificate of completion is awarded by Asdem.

Places are few, and the room is deliberately small. To claim one, or to request the detailed syllabus, write to info@asdem.com.

Deal to Delivery · a masterclass hosted by Alba, delivered with Asdem, in support of the Greek shipping community.

