**Subject:** Oil and Gas Sales and Marketing

**Maximum Time Allowed:** 3 hours

**Instructions**: Do not write on any part of the exam paper. All rough work should be done in your answer booklet. All questions carry equal marks. You are required to answer only FOUR questions.

Question 1

Unconventional gas has traditionally been considered too costly or too difficult technologically to produce. Describe any five (5) types of this type of gas. [25]

Question 2

Refiners have a variety of ways of selling motor fuels or bringing them to market. Discuss five (5) of such ways. [25]

Question 3

Discuss in detail the nature and production of petrochemicals. [25]

Question 4

a. Examine five (5) basic grades of kerosene-type jet fuel used globally by civilian aircrafts. [10]

b. Discuss the nature of airline pricing relative to aviation fuel costs. [15]

Question 5

Crude oil transactions can occur in: - spot transactions and - contract transactions. Discuss these transactions. [25]

Question 6

Give an account on liquefaction, including the primary liquefaction processes. [25]