

**R09**

Code No: 58594

**JAWAHARLAL NEHRU TECHNOLOGICAL UNIVERSITY HYDERABAD**

**B. Tech IV Year II Semester Examinations, May - 2017**

**PETROLEUM INDUSTRY MANAGEMENT, STRATEGY AND FINANCE**

**(Petroleum Engineering)**

**Time: 3 Hours**

**Max. Marks: 75**

**Answer any Five Questions  
All Questions Carry Equal Marks**

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1. Explain the complete value chain for oil and gas industry, describing the components upstream, midstream and downstream. [15]
- 2.a) What are the four tenders required to follow in the regular tenders? Explain it.  
b) Explain Proved, probable and possible reserves and their degree of certainty. [10+5]
- 3.a) Explain the reasons for cost overrun in a company and how it impacts the project development?  
b) What is NPV and how to determine it? [10+5]
4. Write short notes on:  
a) Return on sales  
b) Gross profit margin  
c) Return on assets. [15]
- 5.a) Explain spot and future transaction methods for crude oil.  
b) What are the different modes of transportation of crude oil? [10+5]
- 6.a) Explain in detail the transportation of different refinery products through a single pipeline.  
b) What are different types of contracts used in shipping of fuels through tankers? [10+5]
- 7.a) Explain the stages for converting base to intermediate and intermediate to consumable product in a petrochemical industry.  
b) What are the different business models suggested by AT Kearney for chemical firms? [10+5]
- 8.a) Describe the impact of oil spill on marine life and environment.  
b) Explain different factors that are leading to shortage of talents in an industry. [5+10]

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