

IN-CLASS COURSE

# Markets and Behaviour

For today and tomorrow's decision makers and strategists.



Build a deeper understanding of the Electricity Market dynamics to aid commercial decision making and critical thinking.



This course gives deeper insights into this dynamic market while developing critical thinking. We provide attendees with the knowledge and tools to increase their ability to make more effective decisions and better anticipate market impacts.

## Course overview



### 6 - 8 hours of preparatory material

Upon registration participants gain access to the Online Resource Centre where they can view thought-provoking videos, primers and case studies before the in class sessions



### 2 full days of in-class sessions

With everyone at the same starting point, these highly interactive and stimulating sessions consist of group discussions, case studies, simulations and demonstrations delivered by our two expert industry trainers – Steve and David.



### 12 months access to the Online Resource Centre

All attendees are automatically registered for the WhiteBoard Alumni to get regular newsletters and invites to exclusive networking events.

## Development outcomes

- ✓ Appreciate what the various electricity products are, and analyse how this drives market volatility.
- ✓ Understand how commercial and political incentives interact with technical/engineering constraints.
- ✓ Know the basic mechanics of the wholesale market, identifying the value and risk this drives for market participants.
- ✓ Understand some of the key historical drivers of deregulation, and thus an understanding of why the industry is as it is today.
- ✓ Understand how to use physical generation, hedging and consumption channels (e.g., retail) to manage value and risk, and how this applies to different market participants.
- ✓ A deeper understanding of portfolio management and risk.

## Upcoming course details

IN-CLASS COURSE

LOCATION

Auckland or Wellington

PRICE

\$3,450 + gst

A 10% discount can be applied for each additional attendee.

## Register online

REGISTER AT

<http://whiteboardenergy.co.nz/course/markets-and-behaviour>

or email us at [admin@whiteboardenergy.co.nz](mailto:admin@whiteboardenergy.co.nz) or call 027 225 1983.



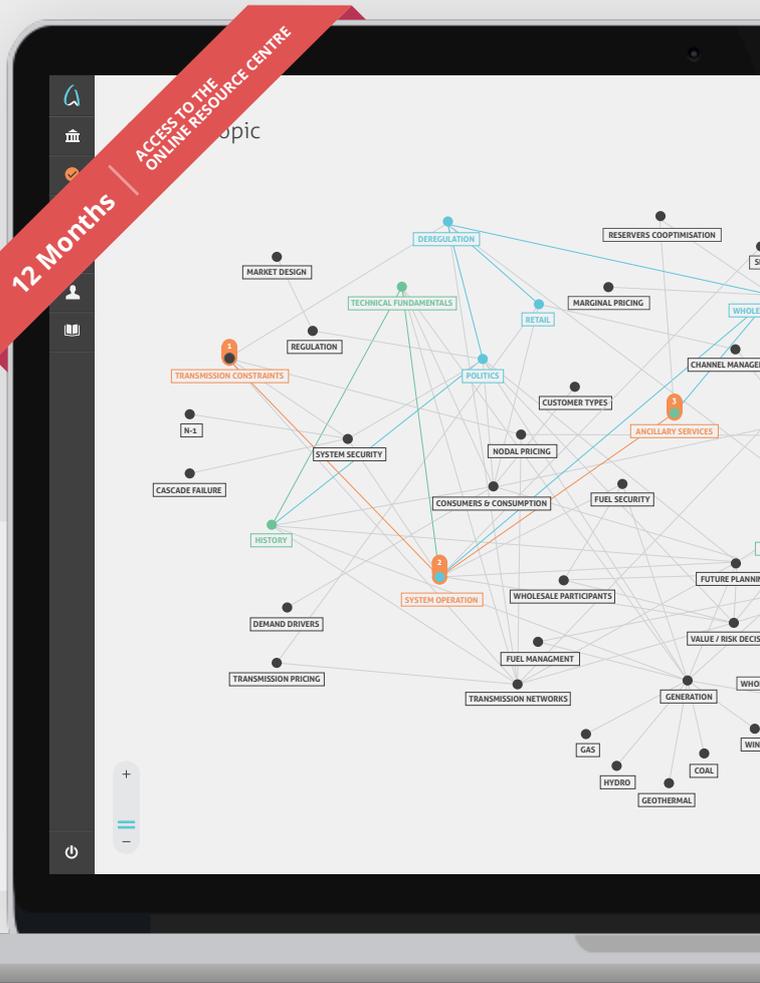
## This two day course covers

- **Introduction to all electricity markets** (spot, contract, wholesale, retail, investment) and the tight system coupling and interacting influences.
- **Introduction to physical complexity** (Minicitiopolis demonstration).
- **The nature of physical and behaviour risk** (1992 Hydro Crisis and 1998 Auckland CBD blackout case study discussion).
- **The wholesale market** – high level design (what does it need to achieve?).
- **Hydrology and behaviour** – significant driver of volatility in New Zealand (hydro simulator).
- **Nodal pricing** – understand what's happening in the power system from price charts.
- **Understanding portfolio management and risk** (including On Energy case study discussion).
- **Risk management and derivatives** (including On Energy and trading simulators).

*The course is taught with infectious enthusiasm and humour by industry insiders who clearly relish what they do. I found the insights into the intricacies of portfolio management, the emerging derivatives market and investment particularly useful...*

Sharron Came, Regulatory Strategist, Mighty River Power

*While this course puts the material in the context of long-term decisions (i.e., investment), it focuses on the short to medium term decisions made by industry participants.*



## Why Whiteboard Energy?

Trainers Steve Batstone and David Reeve have worked in senior roles at the heart of this industry for many years and have an exceptional level of knowledge and passion for this industry. They remain involved in the industry keeping up to date with the latest developments including the technical and economic aspects. Both have intimate experience of the 'statecraft' that influencers need to have in order to be effective in the

whole industry and with regulators and politicians.

Steve and David are passionate about mentoring, developing critical thinking skills and encouraging robust discussions to develop clarity of thought. This, with a network of fellow participants and regular updates, gives you the best in-depth knowledge in the industry.

## Contact us

Read more [www.whiteboardenergy.co.nz](http://www.whiteboardenergy.co.nz)

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