



Course Title: AIChE's Value Propositions for Your Chemical Process Project

Course ID:	Course Type:
ELA180	eLearning
http://www.aiche.org/ela180	

Course Outline

- **Lesson 1: Introduction**
 - Value Proposition and Its Metrics
 - Capital and Operating Cost Components
 - Cash Flow Considerations
 - Need-Based versus Opportunity-Based Projects
 - Business Opportunity Overview
 - Value Proposition Philosophy
 - Technology Licensing Example

- **Lesson 2: Operational Improvements**
 - Reliability Improvement Value
 - Process Control Improvement Value
 - Small Debottleneck Value Example
 - Off-Spec Material Rerun Example
 - Campaign Turnaround Example

- **Lesson 3: Technology Improvements**
 - Improvement Types and Goals
 - Conversion, Selectivity and Yield
 - Multi-Step Reaction Improvement Example
 - Distillation Improvement Example
 - Value Proposition Best Practices

- **Final Exam**