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Project Management for Development of Oil Refineries and Petrochemical Plants in KSA

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حقوق الطباعة

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الشكر والتقدير

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Abstract

This paper looks at the connection between profit sustainability and production optimization in the petrochemical industry with special emphasis on Saudi Arabia and the Arabian Gulf region. The most important purpose is to discuss how technological integration, quality management systems and optimization of supply chains affect the efficiency of operations and financial performance. The study is a mixed-method study, involving both a quantitative survey and qualitative research, to validate key performance drivers. The results suggest that although new high-tech solutions, such as artificial intelligence and predictive analytics, can greatly improve the efficiency of production, their functionality relies on the combination with quality management and supply chain coordination. The results further show that an isolated increment in the sphere of work is not a guarantee of profitability in the long run. The paper concludes with the finding that production and financial goals have to be harmonized through an integrated and holistic approach. To achieve sustainable competitive advantage, petrochemical companies need to adopt integrated strategies that combine digital transformation, quality improvement, and optimization of the supply chain.

الكلمات المفتاحية

Keywords: Petrochemical industry, Production optimization, Profitability, Integrated strategies, Saudi Arabia

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Search Terms

Industrial production, Profit management, oil & gas sector, Petrochemical Industries,
Saudi Arabia, Gulf region

الفصل الأول
المدخل العام للبحث

Chapter 1
General Entrance to Research

Chapter 1: General Entrance to Research

المقدمة

Introduction

The petrochemical business is in a highly dynamic and competitive market environment that is volatile, technologically developing, and under pressure to be sustainable. In this regard, companies have the obligation to continuously increase production efficiency and stay profitable in the long term. The shifting market, environmental policies and the rise in the level of technological advancement are mounting barriers to the industry. These forces mean that organizations need to continually strengthen their operations with regard to efficiency as they maintain profitability amidst an increasingly competitive environment. The petrochemical industry in the Gulf, and more so Saudi Arabia, is of utmost significance in terms of diversifying the economy according to the Vision 2030 initiative. There have been a lot of changes in the region's industrial and digital transformation infrastructure that have been aimed at improving efficiency and competitiveness on a global scale. The benefits have also come with new complexities, especially in balancing production efficiency and financial performance.

In order to achieve the desired level of competitiveness, petrochemical firms will need to implement digital transformation, quality improvement, and supply chain management in an integrated manner. The companies must balance between being more productive and being sustainable in terms of profitability. While production increases, revenue will also rise; however, operational costs, inefficiency, and depletion of critical resources may also rise. Conversely, production cost controls can be detrimental to the quantity or quality of the output. On the contrary, the cost control measures can jeopardize production capacity and the quality of the products. This tension itself promotes the necessity of combined solutions that help to balance the operational efficiency with the financial goals in the long run.

Therefore, this research paper aims to examine the interaction of the main variables, that is, technological innovation, quality management, and supply chain optimization, to determine their impact on production performance and profitability. The research will employ an integrated approach to offer a more detailed insight into the optimization of performance in the petrochemical industry. Despite the increase in research on production efficiency, technological innovation, and supply chain management, the majority of studies examine these factors independently. The approach creates a gap, particularly in the context of the Gulf petrochemical industry. Therefore, this study seeks to address this gap by developing an integrated framework that links these key variables.

مشكلة الدراسة

Research Problem

The primary issue facing the petrochemical industry is how to achieve both production and sustainable profitability in a market that is both complex and fast-changing. The petrochemical industry faces huge capital investment and inefficiencies, which prevent it from realizing its full potential in operations and financial performance. The main problem is that the fragmented strategy is usually followed by the firms, in which case the enhancements are usually made

individually, but not as an integrated and coordinated strategy. For example, an organization can be oriented on the expansion of the production capacity without sufficient thinking about the impact on the cost structures, quality level, or efficiency of the supply chain. Likewise, cost-cutting initiatives can unintentionally impact the performance of production and the quality of products.

In addition, the external uncertainties such as fluctuating demand, price fluctuation of raw materials and rapid technological shift complicate the processes of decision making even further. These are aspects that make it even harder to have organizations that can devise an approach that will maximize production and, at the same time, maximize profitability. As a result, the necessity to develop an all-encompassing framework that considers the interdependencies among key performance drivers and enables more effective decision-making in the petrochemical industry is evident.

أهمية الدراسة

Importance of the Study

The importance of the study lies in its theoretical and practical contributions. Theoretically, the study contributes to the current knowledge base since it takes an integrated approach to performance optimization. The present research incorporates the above-mentioned elements into one study, unlike in the past, where other researchers have studied each of them separately to provide a more comprehensive understanding of how each of them can influence the efficiency and profitability of production. The result of such a combined approach is the development of larger frameworks to study industrial performance

Practically, the research provides useful information to industry players and decision-makers, especially in the Gulf region. The research will give recommendations on how strategic planning and resource allocation can be improved by identifying the key factors that determine the operational and financial results. The outcomes have the potential to inform the organizations to make wise investment choices to enhance efficiency in operations and achieve sustainable competitive advantage in a rapidly evolving industrial environment.

أهداف الدراسة

Objectives

- To scrutinize the effects of technological innovation on production efficiency
- To assess the role of quality management systems in improving profitability
- To evaluate the effectiveness of supply chain optimization in enhancing operational performance
- To come up with an in-depth framework that can connect production efficiency and profit sustainability.

الفصل الثاني
الدراسات السابقة

Chapter 2
Previous Studies

Chapter 2: Theoretical Framework and Previous Studies

المقدمة

Introduction

The development of technology, concerns of sustainability, and the rising complexity of the market have all had their effects on the petrochemical industry. The classical theories of performance maximization are largely characterized by the efficiency indicators such as output, equipment utilization and cost reduction and these theories are grounded on the premise that the higher the efficiency in operations, the higher the profitability. (Akhtar & Asif, 2017; Ali & Theeb, 2018). Nevertheless, this linear approach has been showing growing criticism by the modern studies that have indicated the necessity of more integrated and dynamic methods.

الإطار النظري

Theoretical Framework

Recent research demonstrates the increased significance of digital transformation in the redefinition of production optimization. The use of technologies such as artificial intelligence, predictive maintenance, and advanced analytics allows monitoring in real-time and proactive decision-making, which has a strong positive effect on the performance of operations (Abbasi et al., 2019; Solanki, 2024). For example, predictive maintenance models are neural network-based that have shown a negative impact on failure and downtime of equipment in oil and gas operations (Abbasi et al., 2019). On the same note, Industry 4.0 systems are more efficient and sustainable, and data-driven processes are incorporated throughout production systems (Ghaithan et al., 2021; Olaizola et al., 2022). Although these improvements have been made, there are some significant constraints observed in the literature.

Most of the literature indicates that performance has been improved due to the adoption of digital, however, it does not pay much attention to the implementation challenges that include high capital expenditure and complexity of technology, as well as workforce preparedness (Al-Hajri et al., 2024; Mojarad et al., 2018). This implies that digital transformation cannot be effective solely due to the capabilities brought by technology but also because of the alignment of the organization and strategy.

The connection between efficiency and profitability of production is a key but controversial subject in the literature. Traditional financial analyses suggest that the increased level of efficiency will lead to reduced costs and improved financial performance (Ali & Theeb, 2018). More recent studies, however, have begun to highlight the profitability of operations as a direct correlation of the extent to which a firm pursues sustainable innovation, fulfills environmental responsibilities, and, in the long-term, is operationally flexible and resilient (Islam and Ali, 2024; Tilsted et al., 2023). This heightened attention to sustainability, profitability and innovation is one of many contradictions that can be observed in the maximization of short-term profit and long-term value creation. Financial risk in oil refinery investments is also studied, indicating that the profitability is influenced by a set of external factors, such as market volatility, energy transitions, and policy frameworks (Shokouhi et al., 2023; Sorokin et al., 2023). Although these complexities are acknowledged, the available literature is not very informative on the way organizations can succeed in striking a balance between these conflicting interests.

The use of supply chain optimization has also become a key success factor in the petrochemical sector. The supply chain is efficient, resulting in cost reduction, better coordination, and responsiveness to the market demand (Pervukhin et al., 2025; Amjath et al., 2024). The use of advanced optimization methods, including linear programming and digital analytics, has been demonstrated to be very successful in enhancing the efficiency of logistics and distribution in petroleum networks (Pervukhin et al., 2025). Nevertheless, there is a gap in the literature. The majority of the research is conducted on specific segments of supply chain management, such as optimization of logistics or inventory, without considering their relationship with production systems and profitability results. This disjointed strategy constrains the establishment of holistic performance models.

Another important aspect of operational performance is quality management. The studies have shown that standardization and continuous improvement are important quality management practices that increase the reliability of the products and customer satisfaction (Srinivas et al., 2020). Moreover, quality management has been associated with long-term financial performance due to decreased defects and enhanced operational efficiency (Tayal et al., 2021). However, the literature shows contradictory points of view. Some of the studies emphasize the long-term advantages of quality management. However, others claim that quality management raises the operating cost and can have adverse impacts on profitability in the short term (Ali & Theeb, 2018). This deviation implies that the effects of quality management are situational and depend on how it is incorporated into other processes of operations.

Previous Studies

الدراسات المحلية السابقة

Previous Local Studies

The majority of studies in the Gulf focus on the role of digital transformation and industrial modernization on the efficiency of organizations. Al-Hajri et al. (2024) examine the digitalization initiatives in the oil and gas industries of the Gulf. In the same vein, Alfarsi et al. (2024) demonstrate how the use of key performance indicators (KPIs) fosters sustainability in the Saudi Arabian petrochemical industry. A comparative study of the regional and international literature indicates convergence as well as divergence in the findings of research. (Mojarad et al., 2018; Solanki, 2024). Although these studies are insightful, they are more technology-focused, and in most cases, they assume that the adoption of digital only results in better performance outcomes. The assumption can ignore the vital contextual variables like organizational capabilities, financial constraints, and the issue of implementation.

الدراسات الدولية السابقة

Previous International Studies

International studies, on the contrary, are more diverse in their methodological approaches, and they take into account a wider variety of variables. Specifically, the papers on Industry 4.0 and operational efficiency note that technological innovation should be integrated into the organizational practice (Ghaithan et al., 2021; Solanki, 2024). Besides, the studies on sustainability and energy transition emphasize the growing importance of the environmental aspect in the formation of industrial strategies (Islam & Ali, 2024; Tilsted et al., 2023). Regional and

international studies have these differences notwithstanding; there is a common weakness in both studies, that is, they tend to focus on the performance drivers separately. Most of the research lacks in addressing the interdependencies between these factors, whether the research is focusing on technology, supply chain management, or quality systems. This disintegration constrains the capacity to become holistic and practical optimization structures.

Key Themes and Distinction from Previous Research

An overview of the literature reveals some important themes. Firstly, it is common knowledge that technological innovation is one of the factors that have led to improved efficiency in production, particularly through the use of artificial intelligence, predictive maintenance, and digital analytics (Abbasi et al., 2019; Solanki, 2024). However, the effectiveness of these types of technologies is to be determined by the organizational readiness and strategic focus (Al-Hajri et al., 2024). Secondly, the association between efficiency and profitability in production is more complicated than it has been previously conceived. Although this can be done to improve efficiency and reduce the cost, there is no certainty that sustainable financial performance will be attained. Instead, the profitability is predetermined by a combination of factors, including but not limited to quality management, supply chain efficiency, and external market factors (Ali and Theeb, 2018; Shokouhi et al., 2023). Third, supply chain optimization is an emerging strategic activity that is being linked to the overall organizational performance. However, there is a tremendous potential that is not fully exploited due to the lack of integration with production and financial systems (Pervukhin et al., 2025; Amjath et al., 2024). Finally, the importance of quality management is highlighted in the literature, which is divided regarding its financial implications (Srinivas et al., 2020; Tayal et al., 2021). The research suggests that the impact of quality management may not be homogenous and it may vary according to the method of applying it with other processes of operation.

Research Gap

Although the literature is quite extensive, a number of serious shortcomings exist. One of the most severe issues is the lack of coherent frameworks that combine technological innovation, quality management, and supply chain optimization. Most of the studies focus on the individual factors but do not take the interplay of these factors in one system (Amjath et al., 2024; Ghaithan et al., 2021). Additionally, most scholars are overly optimistic about the benefits of digital transformation, and minimal focus is on the issues of implementation and contextual factors (Al-Hajri et al., 2024; Mojarad et al., 2018). This renders their findings less practical. Furthermore, it is evident that there is an absence of studies with a specific focus on the petrochemical industry in the Gulf, despite its strategic importance.

The existing models, which are practiced on an international level, may not be exhaustive in terms of representing the unique economic, regulatory, and operational context of the region (Islam & Ali, 2024). This paper fills these gaps by developing a comprehensive framework that looks at the overall effect of technological innovation, quality management, and supply chain optimization on production efficiency as well as profitability. In such a way, it offers a more holistic and contextual performance optimization solution in the petrochemical industry.

الفصل الثالث
منهجية الدراسة

Chapter 3
Research Methodology

Chapter 3: Research Methodology

The current research uses a mixed-method research design to investigate the relationship between technological innovation, quality management, and the optimization of supply chains and how it affects production efficiency and profitability. The mixed-method design enables the research to integrate quantifiable statistical correlations and the matter of contextual interpretation, which is crucial in the field of industrial research. Past research found that a combination of quantitative and qualitative designs enhances the richness and credibility of results, in particular with the analysis of a complex organizational system (Curtis et al., 2016; Walker and Baxter, 2019). This design can be considered especially appropriate since the research problem is characterized by both the operational metrics and the strategic decision-making processes. Thus, the mixed-method methodology enhances the research with numerical and interpretive evidence.

The research is centered on the petrochemical and oil refinery companies that are located in Saudi Arabia and the Gulf region, where industrial performance is a strategic aspect in economic diversification. Individuals who work in operations, production, quality management, and supply chain operations are the target population. A representative sample was also used to make sure that various functional points of view are represented, such as managers, engineers, and technical staff. This method of sampling improves the applicability of the results, because it gives relevance to the actual operation practice in the industry. Nevertheless, one should also remember that respondent accessibility and organizational confidentiality, as industry-specific constraints, might affect the data collection scope.

A structured questionnaire was utilized in data collection, which was backed by qualitative information in terms of industry-related documents. The questionnaire was tailored to measure important variables like technological innovation, quality management practices, and optimization of the supply chain, and their influence on efficiency and profitability. Structured instruments are used to guarantee consistency and comparability of the responses, which is essential in statistical analysis. Meanwhile, qualitative data can give a contextual understanding, which assists in the explanation of the patterns seen in the quantitative findings. Such a combination can deal with a historical limitation of previous research, in which the use of a single data source decreases the depth of the analysis (Mojarad et al., 2018). This is a study that is founded on well-defined independent and dependent variables. Independent variables are technological innovation, quality management, and supply chain optimization, whereas the dependent variables are production efficiency and profitability. These are the most common variables in the literature that are considered key performance drivers in industrial environments (Ali and Theeb, 2018; Ghaithan et al., 2021). Nonetheless, this study does not consider these variables independently as was the case in earlier studies, but rather it considers them as mutually reinforcing parts of a single system. This viewpoint enables a more holistic assessment of the performance results.

Descriptive statistics, correlation analysis, and regression analysis were used to analyze the data. The descriptive statistics give a summary of the respondent traits and trends in general, and correlation analysis is used to determine the interrelationships among variables. Regression analysis helps in finding out the degree to which independent variables affect production efficiency and profitability. In industrial and management research, these methods are common to guarantee objective and credible results (Wang and Cheng, 2020). The SPSS software was used to analyze the data, which increases the validity and reliability of the results. However, statistical analysis is not exactly representative of the complexity of organizations and, thus, the necessity to include qualitative information.

The research instrument was validated by adhering to existing literature and developing questionnaire items with a responsible approach. The reliability was determined through internal consistency coefficients, such as the Cronbach Alpha, which establishes the consistency of data. To reduce measurement errors and maximize the credibility of results, validity and reliability are important. It should be noted, however, that such extraneous variables as respondent bias and industry-specific constraints can also affect the results.

الفصل الرابع
النتائج والتوصيات

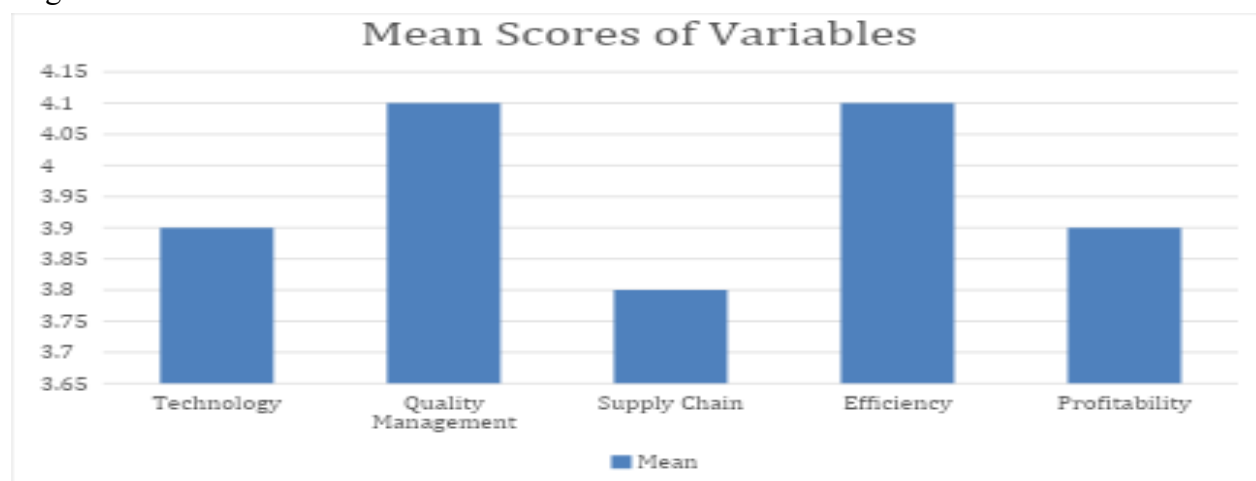
Chapter 4
Data Results and Suggestions

Chapter :4 Data Results and Suggestions

النتائج والإقتراحات

Results and Discussion

Figure 1



The descriptive analysis gives a summary of the features of respondents and their views of the main performance drivers in the petrochemical industry. The results show that respondents actively participate in the operation and management processes that make data credible. There is a high awareness of technological innovation (Mean = 3.9), quality management (Mean = 4.1) and optimization of the supply chain (Mean = 3.8). This implies that the industry players acknowledge the value of these issues as far as enhancing performance is concerned. However, knowledge does not always correlate with effective practice, which is the problem of the gap between knowledge and practice.

Mean Scores of Variables

Table 1

Variable	Mean
Technology	3.9
Quality Management	4.1
Supply Chain	3.8
Efficiency	4.1
Profitability	3.9

The correlation analysis shows that there is a positive relationship between technological innovation and production efficiency ($r = 0.67$) and profitability ($r = 0.64$). This result aligns with other studies that show that emerging technologies, including artificial intelligence and predictive analytics, enhance operational performance (Abbasi et al., 2019; Solanki, 2024). Similarly, quality management is positively related to efficiency ($r = 0.58$) and profitability ($r = 0.59$), which means that consistent quality operations can lead to the enhancement of financial outcomes in the long-

term (Tayal et al., 2021). There are also positive correlations between supply chain optimization and efficiency ($r = 0.62$) and profitability ($r = 0.54$), which indicate its contribution to the enhancement of coordination and the elimination of operational inefficiencies (Pervukhin et al., 2025). The disparity in the strengths of these relationships however implies that they will also have different impacts based on the extent of integration within the organization.

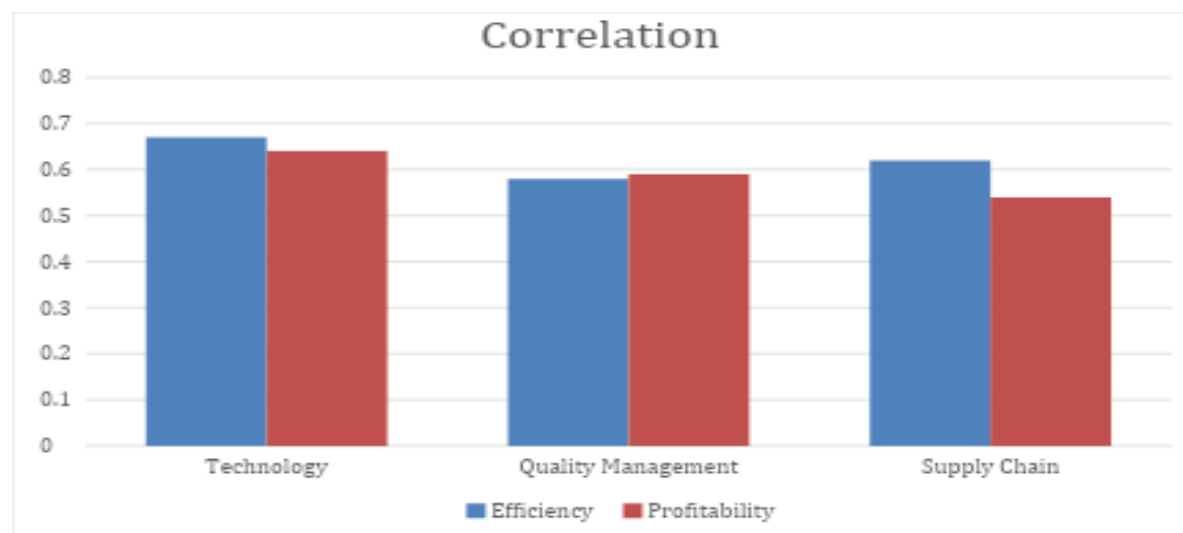
تحليل البيانات

Correlation Analysis

Table 2

Variable	Efficiency	Profitability
Technology	0.67	0.64
Quality Management	0.58	0.59
Supply Chain	0.62	0.54

Figure 2



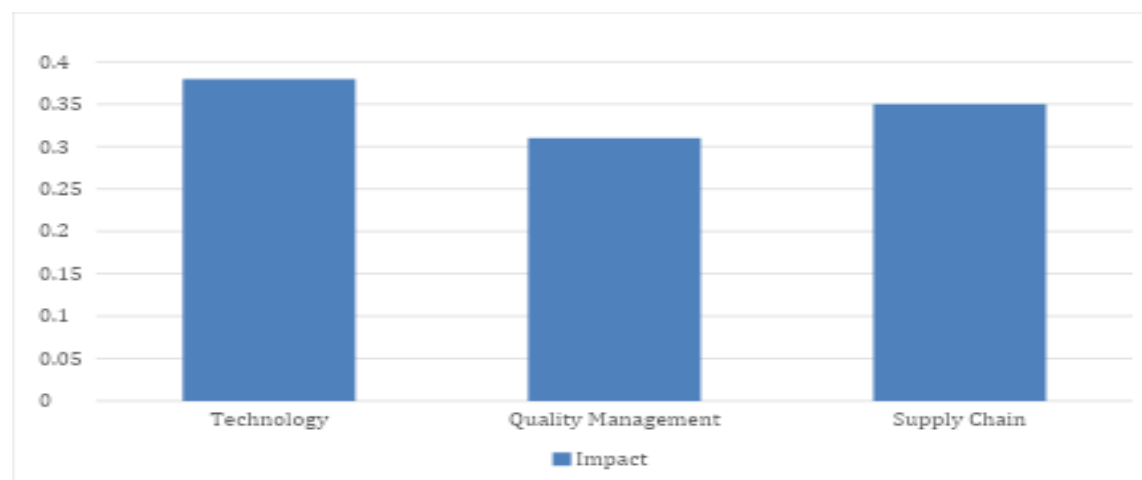
The regression analysis will give more insights on the effect of independent variables on the performance outcomes. The results indicate that the impact of technological innovation is high on the efficiency of production ($\beta = 0.38$), but the impact of quality management is high on profitability ($\beta = 0.31$). Optimization of the supply chain assists in enhancing the coordination and reducing delays and expenses ($\beta = 0.35$). These findings help to establish the notion that every variable can make a distinct contribution to improved performance. The results, however, also demonstrate that there is no single factor that can be implemented to ensure optimal results, which questions the assumption of linear performance improvement.

Regression Impact

Table 3

Variable	Impact
Technology	0.38
Quality Management	0.31
Supply Chain	0.35

Figure 3



The outcomes, though, also show that there is no one factor that can be applied to make the best results, which invalidates the idea of linear performance improvement. This fact highlights the inefficiency of fragmented strategies, whereby companies focus on personal gains without considering the linkages. Therefore, the results explain the significance of a holistic approach to the issue of performance optimization.

The results highlight the importance of employing an integrated approach to attain sustainable performance in the petrochemical industry. Although technological innovation plays a major role in enhancing efficiency in the production process, its performance is determined by its alignment with the quality management and supply chain processes. This proves that operational enhancements should be facilitated by concerted efforts and not single-minded efforts. The findings disprove the classical hypothesis that greater efficiency inevitably results in more profitability.

The results of the study align with the results of the prior studies that emphasize the advantages of digital transformation in enhancing the operational performance (Abbasi et al., 2019; Solanki, 2024). However, this study adds to the existing literature by showing that the implementation of technologies is not sufficient to ensure financial success. Rather, the success in achieving profitability depends on the effectiveness of integrating technological solutions into organizational practices. The discovery is a major strength over previous research, as most investigations tend to ignore implementation issues (Al-Hajri et al., 2024). The imperative of quality management is also critically looked at. Although the findings affirm its desirable effect on long-term profitability, it also indicates the conflicting views in the literature. Other studies suggest that quality management raises costs of operations in the short term (Ali and Theeb, 2018),

which could be attributed to differences in financial performance. This implies that quality management will be effective depending on the manner in which it is applied and integrated with other operations.

In the same way, supply chain optimization is categorized as one of the important aspects of improving operations. The results are consistent with the literature that has demonstrated that effective supply chains enhance coordination and responsiveness (Amjath et al., 2024). However, the paper points out that the entire potential of supply chain optimization can only be achieved when the supply chain is in tandem with production systems and strategic objectives. This supports the fact that performance drivers should be viewed as a system. Therefore, the discussion has shown that sustainable profitability entails strategic alignment in various aspects of operations. Organizations that do not combine these aspects cannot become successful in the long run.

الخاتمة

Conclusion

This paper has investigated the joint effect of technological advancement, quality control and optimization of supply chain on efficiency and profitability in the petrochemical sector. This analysis shows that these factors are mutually dependent and should be considered as a unit in order to realize optimum performance. The results indicate that technological innovation boosts efficiency, long-run profitability is aided by quality management, and coordination is strengthened by optimization of supply chains. Nonetheless, the research also demonstrates that the isolated gains are not enough, as they cannot cope with the complexity of industrial systems. This underscores the weaknesses of conventional methods, which concentrate on individual performance drivers. This study concludes that sustainable competitive advantage needs an integrated and balanced approach. To be successful in the long-term, organizations have to balance operational improvement with financial goals. The conclusion is helpful in theory and practice as it offers a more in-depth framework of performance optimization.

الإقتراحات

Recommendations

Petrochemical companies are advised to embrace new strategies which involve the integration of technology, quality management, and optimization of the supply chain in order to achieve the desired results. Organizations must invest in new advanced technologies, but make sure that these technologies are facilitated by proper organization structures and processes. This will contribute to increased efficiency and financial performance. Companies are also advised to enhance quality management systems to enhance product reliability and customer satisfaction. Although the quality initiatives can raise the cost in the short run, they can lead to long-run profitability through decreasing defects and enhancing efficiency (Tayal et al., 2021). Thus, the organizations are supposed to dwell on the integration of quality management and other processes in the operation.

Moreover, the optimization of the supply chain should be considered to enhance coordination and decrease inefficiencies. Good supply chains enhance responsiveness to changes in the market and the performance of the organization on the whole (Pervukhin et al., 2025).

Nevertheless, organizations should make sure that supply chain policies are consistent with manufacturing and financial goals. Industrial development should be encouraged by policy-makers through innovation and the need to adopt integrated frameworks. This is especially significant in regard to economic diversification projects like Vision 2030. With government support, investment in technology and infrastructure that is necessary to grow the industry can be made easy. Future studies should be directed towards empirical studies of the Gulf region in order to further confirm the proposed framework. Further research is also needed to concentrate on the sustainability and profitability outcomes of integration on a long-term basis. This will help in the improvement of the existing models and provide more feasible advice to industry stakeholders.

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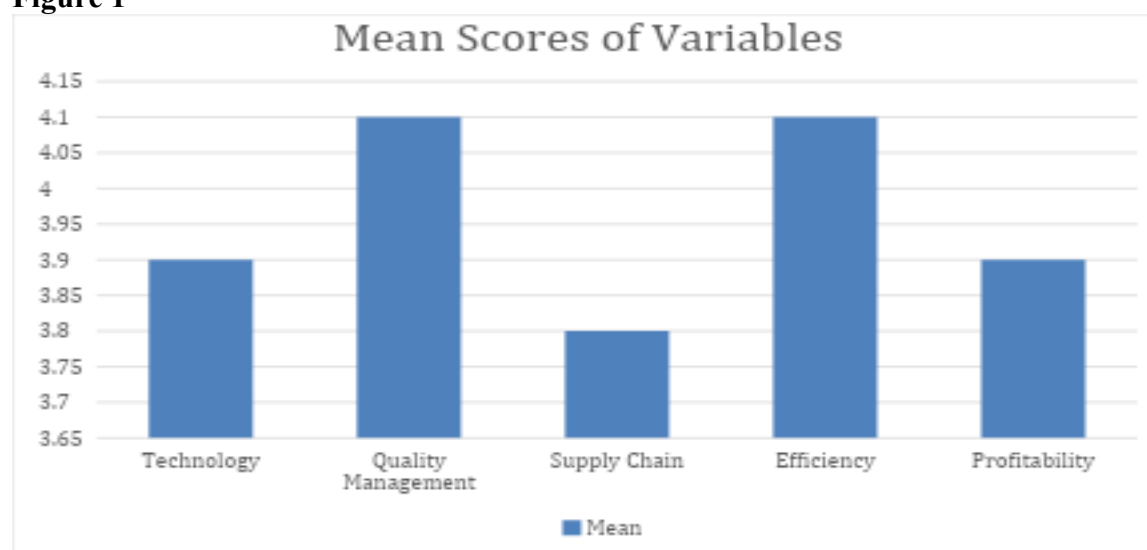
Appendix

Mean Scores of Variables

Table 1

Variable	Mean
Technology	3.9
Quality Management	4.1
Supply Chain	3.8
Efficiency	4.1
Profitability	3.9

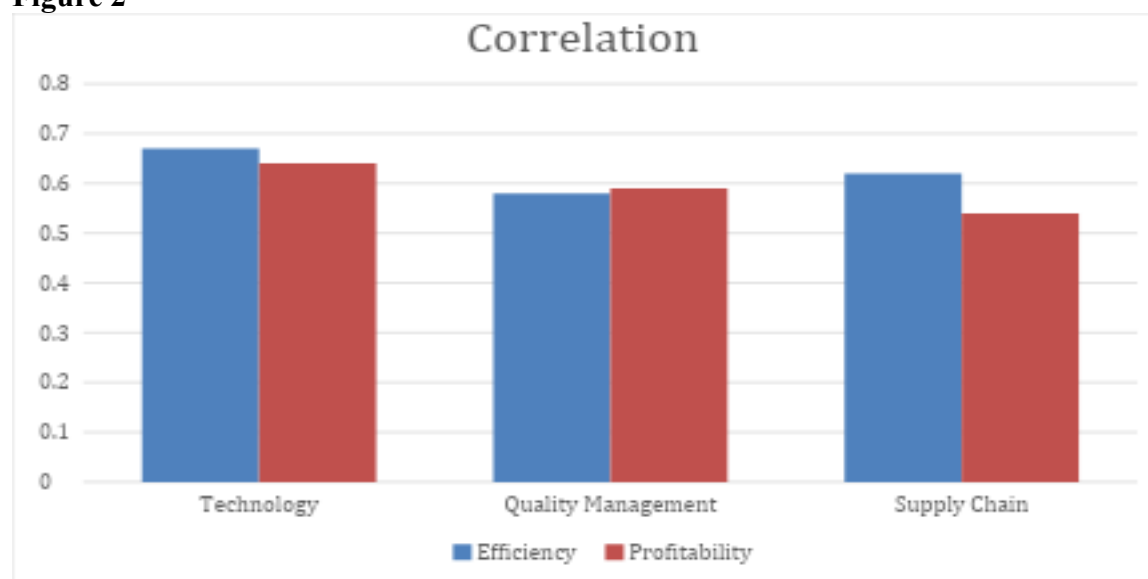
Figure 1



Correlation

Table 2

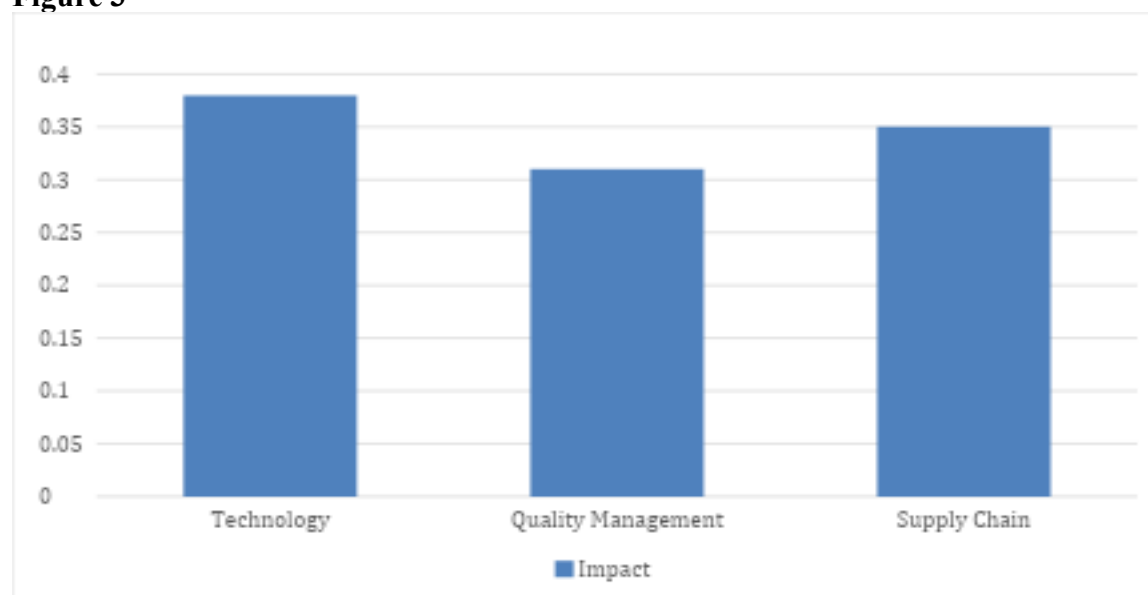
Variable	Efficiency	Profitability
Technology	0.67	0.64
Quality Management	0.58	0.59
Supply Chain	0.62	0.54

Figure 2

Regression Impact

Table 3

Variable	Impact
Technology	0.38
Quality Management	0.31
Supply Chain	0.35

Figure 3

الملاحق

Attachments

Attachments

Questionnaire

Midocean University

RESEARCH ON

Project Management for Development of Oil Refineries and Petrochemical Plants in KSA:
Optimizing Performance while Maintaining Sustainable Margins

QUESTIONNAIRE BOOKLET

Master Candidate

Saleh Hazzazi

ID: 242001431

Sssaleh07@gmail.com

Dear Respondent,

I am a Master's candidate (Project Management) at the Midocean University Currently, I am conducting a study titled Industrial Production and Profits Management in Oil & Gas and Petrochemical Industries of Saudi Arabia and the Arabian Gulf: Optimizing Performance while Maintaining Sustainable Margins. This study aims to examine the relationships between technological integration, quality management, and supply chain optimization on production efficiency and profitability.

I would like to request your cooperation in answering this questionnaire. Any information obtained will be kept confidential and used solely for academic purposes. Your participation is highly appreciated.

Thank you in advance for agreeing to participate in this study. If you have any questions, please contact my honorable supervisor, Dr. Al-Faisal Abdulhami, and Dr. Fayez Ali Jarad, or myself Saleh Hazzazi (Master Candidate).

Supervisors:

- Dr. Al-Faisal Abdulhamid.
- Dr. Fayez Ali Jarad.

Master Candidate:

College of Project Management

Midocean University

Email: sssaleh07@gmail.com

Phone: 00966551780474

Section A: Demographic Characteristics

Please tick (✓) the appropriate choice:

1. Gender:

- Male ☒
- Female

2. Age:

- 20 - 30 years old
- 31 - 39 years old ☒
- 40 - 49 years old
- 50 years old and over

3. Years of Experience:

- 5 years & less
- 5-10 years ☒
- 11-20 years
- 21 years & above

Section B: Production and Profit Optimization Factors

Please indicate your degree of agreement or disagreement with the following statements by ticking (✓) one of the five alternatives:

I. Technological Integration in Production

Statement	Strongly Agree	Agree	Neutral	Disagree	Strongly Disagree
The adoption of digital technologies has improved production efficiency in our facility.	☐	☒	☐	☐	☐
Automated systems have optimized operational decision-making.	☐	☒	☐	☐	☐
Real-time production monitoring systems contribute to increased profitability	☐	☐	☒	☐	☐
Investment in technology leads to sustainable profit margins.	☒	☐	☐	☐	☐

Statement	Strongly Agree	Agree	Neutral	Disagree	Strongly Disagree
Implementing quality management systems has enhanced product reliability.	☐	☒	☐	☐	☐
Quality assurance programs contribute to minimizing production errors.	☐	☒	☐	☐	☐
Higher product quality leads to increased profitability	☐	☐	☒	☐	☐
Compliance with international quality standards enhances market competitiveness.	☐	☒	☐	☐	☐

II. Quality Management Systems and Production Efficiency

Statement	Strongly Agree	Agree	Neutral	Disagree	Strongly Disagree
Supply chain integration improves production efficiency	☐	☒	☐	☐	☐
Just-in-time inventory management helps in cost reduction	☐	☒	☐	☐	☐
Logistics optimization enhances timely delivery of raw materials and finished products.	☐	☒	☐	☐	☐
Supply chain digitalization leads to better financial performance.	☐	☒	☐	☐	☐

Section C: Open-Ended Questions

C1) In your view, the primary challenges to achieving optimizations in production while staying profitable in oil & gas and petrochemicals?

The primary challenges are high operating and maintenance expenses, strict environmental policies, outdated equipment and a lack of real-time integration of data by companies. Unpredictable oil prices also is major challenge. For example, in the recent days the war in Iran has resulted to increase in oil prices affecting global market.

C2) What are your suggestions to enhance technological integration, quality management and optimization of the supply chain?

Digital technologies such as AI, IoT, and integrated ERP systems should be embraced by companies to enhance efficiency and decision-making. Performance can also be strengthened by automating and sharing data to strengthen quality systems and improve visibility of supply chains.

C3) Are there any other drivers that affect production efficiency and profit management in your company? Please specify.

The other important drivers are the changes in the global market demand, geopolitical concerns and ESG/environmental needs. The trends of energy transition, and the availability of investment financing also have a significant impact on production efficiency and profit management.

Gratitude

We sincerely appreciate your time and effort in completing this questionnaire. Your valuable insights will contribute significantly to this research. If you have any further comments, please feel free to share them below.

Sincerely, Saleh Hazzazi

Project Management Master Candidate Midocean University

sssaleh07@gmail.com



جامعة ميدأوشن
كلية الإدارة
ماجستير إدارة المشاريع

Title in English

Project Management for Development of Oil Refineries and Petrochemical Plants in KSA

Prepared by:

Saleh Mazyad Mohammed Hazzazi
242001431

Supervised by:

Dr. Al-Faisal Abdulhamid
Dr. Fayez Ali Jarad

Year: 2026 | 1447