An Intensive 5 Day Training Course

Strategic Management in Upstream Oil and Gas

17 - 21 Sep 2017, Dubai

This course is Designed, Developed, and will be Delivered under ISO Quality Standards.
WHY CHOOSE THIS TRAINING COURSE?

Participants on this training course will gain a good understanding of how oil and gas companies manage the strategic goals of their business, which typically include the acquisition and operation of multiple oil and gas assets (fields and reservoirs).

The training course is designed to equip early- and mid-career professionals for future business leadership roles within international oil and gas exploration and production organisations, but is also of great benefit to other professionals who need to understand the strategic goals and business methods of oil and gas companies.

WHO IS THIS TRAINING COURSE FOR?

This PetroKnowledge training course is designed to equip early and mid-career professionals, from a variety of backgrounds (geoscience, engineering and commercial) for working with or within the strategic management function of international oil and gas companies, and for future business leadership roles.

The training course is particularly suitable for oil and gas professionals who want to:

- Gain an understanding of how their role fits into the ‘bigger picture’ of asset development, and the oil business in general
- Prepare for greater involvement and leadership roles in field development, strategic management and decision making
- Equip themselves for working within close-knit, value-focused, multi-disciplinary, fully-integrated asset development teams working on complex, large-scale projects
- Gain an understanding of the very broad scope of field development engineering, and the complexity and challenges of facilities engineering on mega projects

WHAT ARE THE GOALS?

By the end of this training course, participants will:

- Have an understanding of the role of the strategic management function within an international oil and gas company
- Understand the background to, and scope of, the oil and gas industry
- Understand the role of the wide range of professional disciplines that contribute to oil and gas exploration and production
- Understand the work of multi-disciplinary field development planning teams, as they strive to decide upon the most valuable ways to develop oil and gas fields
- Recognise the importance of effective early planning decisions (concept selection and ‘front-end loading’) in delivering successful projects

HOW WILL THIS TRAINING COURSE BE PRESENTED?

The training course is both practical and theoretical, and is delivered by means of:

- Interactive presentations and tutorials
- Team and individual workshop exercises
- Onscreen worked examples
- Videos and posters
- Debates and discussions
- Guided self-study and research
- Quizzes
- Case studies

While performing the workshop exercises, participants will gain experience in the use of modern online (cloud) team collaboration information tools and strategies that are becoming key to professional development in this era of fast-evolving technology, fast-track projects, online collaboration, joint decision making, and ‘information overload’.
DAILY AGENDA

Day One: Overview and Context to Upstream Strategic Management

- The industry context to strategic management. The upstream oil and gas industry from various key ‘perspectives’, such as the oil and gas asset lifecycle, the value chain, the industry players, and the place in society.
- The professional context to strategic management. Overview of the fundamental geoscience and engineering disciplines, which form the basis of the industry, and which fall within the remit of strategic management, including geophysics, petrophysics, reservoir engineering, well engineering and facilities engineering.
- Strategic management in the upstream oil and gas industry. Overview of the science, culture, practice and challenges of strategic management in the upstream oil and gas sector.

Day Two: Licences and Petroleum Resources Management and Reporting

- Production contracts & licences. The legal, fiscal and contractual conditions under which an oil company acquires the right to produce oil or gas, and the way that the revenue and wealth is shared with the host country.
- Petroleum resources management. How quantities of oil and gas in the reservoir (reserves and resources) are calculated, classified and reported in a consistent manner for management, regulatory and investment and purposes.
- Strategic management workshop. Participants work individually, or in teams, on realistic strategic management, field development planning, economics and decision making exercises.
Day Three: Field Development Planning and Economics

- **Field development planning.** How the integrated team, drawn from all disciplines (commercial, scientific and engineering) collaborate to identify the best way to develop a reservoir.
- **Petroleum economics.** The role of economics in the planning of oil and gas developments, in order to maximise value, including the use of cash flow analysis, time value of money and investment indicators.
- **Decision analysis.** How the integrated field development team make complex decisions, involving many different types of input parameters, in order to ensure that very large investments are made rationally and efficiently, using tools such as expected value, sensitivity analysis, decision trees and Monte Carlo simulation.
- **Strategic management workshop.** Participants work individually, or in teams, on realistic strategic management, field development planning, economics and decision making exercises.

Day Four: Market and Competitor Analysis

- **The oil and gas market.** The fundamental characteristics of the oil and gas market, including pricing, reserves distribution and demand, on which the strategic management function bases its judgment of key parameters affecting economic evaluations of project and company performance.
- **Business information and competition analysis.** The business information and analysis that the strategic management function of oil and gas companies rely on to direct the enterprise on a sustainable course, and compare, and learn from, the performance and efficiency of market competitors.
- **Portfolio management.** Advanced economics and decision making methodologies, originating in the financial (stocks and shares) industry, increasingly finding application for the strategic management of portfolios of oil and gas assets, including: Portfolio Theory; Options Theory and Preference (Utility) Theory.
- **Strategic management workshop.** Participants work individually, or in teams, on realistic strategic management, field development planning, economics and decision making exercises.

Day Five: Corporate Responsibility and Sustainability

- **Corporate responsibility.** How oil and gas projects are executed in a safe and sustainable manner, with due respect for the environment, and it a way that benefits the local communities in which activities take place, covering topics such as: safety, environmental impact and social licence to operate.
- **Strategic management workshop.** Participants work individually, or in teams, on realistic strategic management, field development planning, economics and decision making exercises.
Strategic Management in Upstream Oil and Gas

COURSE DATES, VENUES AND FEES

<table>
<thead>
<tr>
<th>Date</th>
<th>Venue</th>
<th>Fee</th>
</tr>
</thead>
<tbody>
<tr>
<td>17 - 21 Sep 2017</td>
<td>Dubai - UAE</td>
<td>$4,500</td>
</tr>
</tbody>
</table>

This fee is inclusive of Documentation, Lunch and Refreshments

Please use BLOCK CAPITALS to fill in this form. It is important that you read carefully through all information before starting to complete the form.

REGISTRATION DETAILS

Family Name: ____________________________ First Name (Mr./Ms.): ____________________________
Position: ____________________________ Company: ____________________________
Mailing Address: __________________________________________________________________________
Telephone: ____________________________ Mobile: ____________________________ Fax: ____________________________ Email: ____________________________

AUTHORISATION

Authorisation By: __________________________________________________________________________
Position: ____________________________ Company: ____________________________
Mailing Address: __________________________________________________________________________
Telephone: ____________________________ Mobile: ____________________________ Fax: ____________________________ Email: ____________________________

IN-HOUSE TRAINING

Maximize your training budget and have several members of your staff, who require specific training, to attend with the advantage of not incurring additional travel costs when attending a ‘public’ training courses & seminars.

Would you like a PetroKnowledge training course delivered at a time or location to suit you? Would you like PetroKnowledge to tailor a course from our comprehensive library of programmes? Or would you like us to create an entirely new, bespoke course to suit the exact needs of your organisation?

Working in partnership with our clients, PetroKnowledge provides an enjoyable, creative learning experience that enables participants to develop their skills and knowledge. We can deliver not only generic, off-the-shelf courses from our extensive learning portfolio, but we can provide tailored as well as bespoke learning on any aspect of skill development or knowledge. Our in-house courses are conducted by the same expert trainers who conduct PetroKnowledge public courses so you can be assured they will fulfill the learning objective of any organisation.
BOOKING TERMS & CONDITIONS

Booking
- Bookings for courses can be made via our website (petroknowledge.com) or by contacting our Registration Desk on +971 2 5577389 or at reg@petroknowledge.com
- For on-line bookings, please select the course that you require and click on the “Register Now” button, following the instructions step by step
- Upon receipt of booking in order, enrollment on the respective training course will be confirmed by Registration Team with all necessary documentation

Invoicing and Payment
- Our fees include course presentation, relevant materials, physical & digital documentation, lunch and refreshments served during entire training. Accommodation charges are not included in the course fees
- Course fees are payable upon booking unless a valid, authorized Purchase Order is provided and accepted
- Invoices will be sent via email/courier to the ID/name and address provided
- We prefer to have the fees payment in our account before the start of training course. However, if your company has a different payment policy, the same should inform us in advance
- The currency of fees is in US Dollars (USD). Payments can be made in USD or UAE local currency AED (Arab Emirates Dirhams) either by Bank Transfer or by Credit Card. Our Bank Account details will be provided on the Invoice
- Please note that we do accept payment by cash, in USD or AED, only for the last minute bookings

Cancellation of Courses
- It may be necessary for PetroKnowledge to amend or cancel any course, course times, instructors, dates or published fees due to unforeseen circumstances and we reserve the right for such changes
- Any amendments will be advised before the course start date and any bookings already paid in full will not be subject to increased fees

Cancellation by Client
- Once you have completed your booking, received your confirmation of enrollment and a dated payment Invoice, you are deemed to have a contract with PetroKnowledge. You reserve the right to cancel this contract given the below terms
- All cancellations must be received in writing at reg@petroknowledge.com and info@petroknowledge.com at least 14 days prior to the training
- After the cancellation period has expired, consideration may be given, on a case to case basis, if a registered delegate nominates a substitute on the same course, shifts to next session of the course or moves to a new course
- For a cancellation request made on or before the statutory 14 day cancellation period, a refund may be given or a credit note issued which can be used against future course fees
- A 25% administration fee (of the total course fee at the time of booking) will be charged for any cancellations made outside of the statutory cancellation period

Attendance Certificate
- The daily course schedule should be accurately followed to ensure undeterred implementation of our training
- All delegates, who participated in their course throughout, will receive the Certificate of Completion on the last day
- Please report any foreseeable absences to a PetroKnowledge representative or to your sponsors directly
- An absence of three (3) or more sessions of the course will invalidate your eligibility for the Certificate of Completion