



An Intensive 5 Day Training Course

Leadership & Strategic Thinking in the Oil, Gas & Petrochemicals Industry

Sustaining Profitable Growth in a Changing Global Business

08 - 12 Jun 2020, London
14 - 18 Sep 2020, Istanbul
05 - 09 Oct 2020, Houston TX

07 - 11 Dec 2020, Vienna
25 - 29 Jan 2021, Houston TX



31 MAR 20

This course is Designed, Developed, and will be Delivered under
ISO 29993 : 2017 & ISO9001 : 2015 Quality Standards

Leadership & Strategic Thinking in the Oil, Gas & Petrochemicals Industry

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WHY CHOOSE THIS TRAINING COURSE?

This PetroKnowledge Leadership & Strategic Thinking in the Oil, Gas & Petrochemicals Industry training seminar has been designed specifically for experienced individuals wanting to develop these skills within the increasingly complex and fast-changing oil, gas & petrochemical industry. This seminar will deliver a structured framework for identifying and responding to new opportunities. It enables the participants to respond to the challenge of linking strategies to profitable growth objectives within these 3 closely integrated sectors.

The global oil, gas, and petrochemical business is undergoing significant change in all dimensions – supply/demand balance, competition, technologies, organisational structures, government policies. It is, therefore, imperative for all business leaders to be able to deal with all dimensions of change and successfully navigate the evolving risk landscape to become the top performers of tomorrow.

This PetroKnowledge training seminar will highlight:

- The changing dynamics of the oil, gas and petrochemical industry
- Best practice in analysing requirements for sustained success
- The latest thinking in theory and practice of leadership
- Driving and leading strategic change in this business
- Guidelines on the practical application of the seminar

WHAT ARE THE GOALS?

By the end of this PetroKnowledge training seminar, participants will be able to:

- Appreciate and understand each of the 3 dimensions of the training seminar: (i) oil, gas and petrochemical trends, (ii) leadership, (iii) strategic thinking
- Develop action plans that link strategy to achieving and sustaining profitable growth
- Evaluate, select and apply key strategic planning frameworks
- Improve leadership skills to create a systematic approach to business analysis and strategy execution
- Identify priorities for continued personal and team development



WHO IS THIS TRAINING COURSE FOR?

This PetroKnowledge Leadership & Strategic Thinking in the Oil, Gas & Petrochemicals Industry training seminar will benefit professionals from any specialisation in their organisation who wish to improve their leadership skills and/or are involved in achieving and maximising profitable growth.

This PetroKnowledge training seminar is a suitably wide range of professionals but will significantly benefit:

- Strategic and Operational Planning Specialists
- Financial Managers and Financial Analysts
- Business Development Specialists
- Sales and Marketing Staff
- Logistics and Supply Chain Specialists
- Human Resource Specialists

HOW WILL THIS TRAINING COURSE BE PRESENTED?

This PetroKnowledge Leadership & Strategic Thinking in the Oil, Gas & Petrochemicals Industry training seminar will be highly participatory, and the seminar leader will present, guide, and facilitate learning, using a range of methods including formal presentation, discussions, sector-specific case studies, and exercises. Above all, the seminar leader will make extensive use of real-life case examples in which he has been personally involved.



DAILY AGENDA

Day One: Leadership in the Oil, Gas and Petrochemical Industry

- The differences between Leadership and Management
- What do we mean by leadership in our sectors?
- How can we turn leadership theory into practical action?
- Leadership Styles and Managing your Impact as a Leader
- Why would anyone agree to be led by you?

Day Two: Oil, Gas and Petrochemical Industry – Challenges and Opportunities

- Macroeconomic Relationships – Companies, Governments & Institutions
- What is driving a structural shift in each of the three (3) sectors?
- OPEC and Non-OPEC players and the major markets
- Strategic challenges and opportunities facing the industry
- Organisational Design and Business Models

Day Three: Strategic Thinking in the Oil, Gas and Petrochemical Industry

- What is the strategy, and why does it matter?
- How to integrate and align strategic and operational management
- Applying the best analytical and problem-solving techniques
- The central concept of profitable growth
- How to prepare, implement and develop a strategic plan
- Monitoring strategic performance and learning for the future

Day Four: Contributing to an Analysis of Strategic Risk

- What is a strategic risk, and why is it important?
- Understanding the Risk Management Process
- Tools and Techniques of Risk Analysis and Risk Management
- Application of the Risk Management Process at the Strategic Level
- How to develop your strategic Risk Management System?

Day Five: Leadership and Strategic Thinking Workshop

- Applying Strategic Leadership for Team Development
- Leveraging Innovative Leadership Skills
- Developing a strategic thinking culture in your team
- Key Learning Points and Summary
- Developing a personal plan to use in organisation

ORGANISATIONAL IMPACT

In sending the participants to this PetroKnowledge training seminar, the organisation will gain the following benefits:

- Improved leadership performance at all management levels
- The greater commitment of teams and individuals to achieving goals
- More rapid reaction to changes in the business environment
- Closer alignment of strategic and operational activities
- More cohesive teamwork across different organisational functions
- An improved planning approach that will sustain profitable growth

PERSONAL IMPACT

In attending this PetroKnowledge training seminar, the participants will gain the following benefits:

- Familiarisation with state-of-the-art leadership thinking
- Practical ideas for developing and aligning your teams
- Making a more effective contribution to strategic and operational planning
- Up-to-date understanding of leading trends in this business
- Greater confidence in dealing with strategic and operational risk
- Improved ability in identifying and managing change

QUALITY CERTIFICATION

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✓	DATE	VENUE	FEE(\$)
	08 - 12 Jun 2020	London - UK	5,950
	14 - 18 Sep 2020	Istanbul - Turkey	5,950
	05 - 09 Oct 2020	Houston TX - USA	6,950
	07 - 11 Dec 2020	Vienna - Austria	5,950
	25 - 29 Jan 2021	Houston TX - USA	6,950

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: _____

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, enrolment 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 enrolment 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 21 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 21 day cancellation period, 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

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