



An Intensive 5 Day Training Course

# Mini MBA: Oil & Gas and Energy Management

Essential Skills for Driving Business Profitability and  
Career Development

20 - 24 Apr 2020, Bogota  
15 - 19 Jun 2020, London  
06 - 10 Jul 2020, Rio De Janeiro  
31 Aug - 04 Sep 2020, Houston TX

23 - 27 Nov 2020, London  
30 Nov - 04 Dec 2020, Mexico City  
01 - 05 Feb 2021, New York - USA



04-MAR-20

This course is Designed, Developed, and will be Delivered under  
**ISO 29990 : 2010 & ISO9001 : 2015 Quality Standards**

# Mini MBA: Oil & Gas and Energy Management

## Essential Skills for Driving Business Profitability and Career Development

### WHY CHOOSE THIS TRAINING COURSE?

Historically, crude oil overproduction has always resulted in a global oil glut and a subsequent oil price collapse. The current cycle of low oil prices is challenging the International and National Oil Companies (IOC's) & (NOC's) alike, both upstream and downstream of the oil and gas supply chain. This has prompted these businesses to reinvent themselves and to abandon traditional strategic planning exercises in favor of resizing, merging, or putting projects on hold and in extreme situations project cancellation, as well as laying-off personnel.

A closer look at production activities shows that although the cost of oil production may be uneconomical, the industry still needs to continue to explore and develop oil and gas projects so as to meet future demand.

This Mini MBA in Oil & Gas and Energy Management training course provides delegates with a broader understanding of the key concerns facing the petroleum industry and furnishes them with skills and knowledge to effectively identify and tackle these issues. In depth awareness of the current advances in Oil & gas project management techniques addressing risk management, planning and scheduling approaches and project finance and economics will ensure a successful management of future Oil & Gas energy projects.

This training course will feature:

- The importance of highlighting success factors in each category of energy business models
- Effective clarification of core issues, tactics and concepts in the oil & gas sector
- The application of a wider management perspective in the global oil & gas business
- Detailed Risk Management practices in the Oil and Gas Industries
- Discussions on applications of project management in an oil and gas environment
- An understanding of how the expectation for oil and gas demand will shape the industry in the future
- Personnel sufficiently skilled and competent to comprehend and weather cycles of low oil prices

### HOW WILL THIS TRAINING COURSE BE PRESENTED?

This PetroKnowledge training course will utilize a variety of proven adult learning techniques that ensure maximum understanding, comprehension and retention of the information presented. The daily workshops will be highly interactive and participative. The training course combines PowerPoint presentation with interactive practical exercises, supported by videos, activities and case studies.

Active delegate participation will be encouraged to relate taught material and case studies with their own experiences from their respective industries.

### WHAT ARE THE GOALS?

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

- Appreciate the important issues facing the industry and the strategies to effectively address them
- Gain a clear understanding of the companies that make up the petroleum industry
- Learn about the geopolitical issues surrounding global oil and gas supply, transportation and pricing
- Gain specific skills in budgeting finance and strategic planning whilst assessing the commercial viability of Oil and Gas Projects
- Understand the management of resource allocation (money, time, people, technology)
- Develop an understanding of how derivative markets can be utilized in risk management
- Acquire an understanding and compare various international fiscal systems
- Explain the nature and fundamental of Oil and Gas Projects and Project Management
- Function more effectively and efficiently in today's competitive oil and gas business environment
- Evaluate the strategic challenges facing the industry and implications for their organization

### WHO IS THIS TRAINING COURSE FOR?

This Mini MBA training course is essential for personnel that need to improve their leadership presence and learn more about risks and strategic planning in the oil & gas industry. It is suitable to a wide range of professionals but will greatly benefit:

- Business Development Professionals
- Corporate Planners, Investment Analysts, Oil and Gas Directors who would appreciate the gist of a full oil and gas energy MBA study program
- More senior oil and gas executives intrigued by the concepts of an MBA but lacking the time for a full MBA
- Managers in the oil and gas energy sector that want a 'taster' to see if a full MBA might be for them
- Professionals who have already done a generic MBA but want to relate those processes to the oil and gas industries
- Managers in industries and professions supplying or serving the industry who would like a deeper understanding of oil and gas, e.g. bankers, lawyers, analysts, service majors etc.
- Project managers, Engineers, Supply Planners & Scheduling Professionals



## DAILY AGENDA

### Day One: The Oil & Gas Industry - Synopsis

- Petroleum formation and the Chemical nature of petroleum
- Global petroleum reserves, supply and demand
- The global energy mix
- Natural gas and petroleum product, specifications
- Oil and gas exploration and production
- The shale oil and gas revolution & new processes MWD & LWD
- Adding value: Petroleum refining & Natural gas processing

### Day Two: The Oil and Gas Supply Chain

- Field Development & Reservoir Management
- Oil and Gas Supply Chain Management SCM
- The Role of Major Network Design Decisions in a Supply Chain
- Current issues in the oil and gas industry SCM
- Modes of Transportation logistics and their Performance Trends
- The monetization of natural gas (LNG, CNG, GTS, GTL, GTP, GTC)
- Sales and marketing of petroleum products

### Day Three: Project Finance and Economics

- Economics of oil & gas projects
- Energy Commodities and Markets
- Energy Investment & profitability studies
- Project selection criteria and key performance indicators
- Oil and Gas energy project's sensitivity analysis
- Financial performance management in the oil industry
- Derivatives, Energy Commodities and Markets

### Day Four: Oil, Gas & Energy Industry Strategic Analysis

- Strategic interests and competitive advantage of IOC's & NOC's
- Strategic value analysis for competitive advantage
- Strategic challenges in the oil and gas industry
- Fiscal regimes for the oil and gas industries
- Project evaluation from a strategic perspective
- Oil and gas energy risks and opportunities
- Crude Oil pricing strategies

### Day Five: Oil & Gas Industry Future Prospects

- Oil & gas industry future prospects
- OPEC & IEA
- Evaluating the commercial viability of future energy project's
- Geopolitics and world Oil and Gas energy markets
- The Peak oil debate and its consequences
- Energy risk management, uncertainty and investment decisions
- Some practical perspectives on risk and opportunity analysis



## QUALITY CERTIFICATION



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# Mini MBA:

## Oil & Gas and Energy Management

### Essential Skills for Driving Business Profitability and Career Development

✓	DATE	VENUE	FEE(\$)
	20 - 24 Apr 2020	Bogota - Colombia	6,950
	15 - 19 Jun 2020	London - UK	5,950
	06 - 10 Jul 2020	Rio De Janeiro - Brazil	6,950
	31 Aug - 04 Sep 2020	Houston TX - USA	6,950
	23 - 27 Nov 2020	London - UK	5,950
	30 Nov - 04 Dec 2020	Mexico City - Mexico	6,950
	01 - 05 Feb 2021	New York - 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

#### OFFICES:

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