



Training Seminars & Conferences

An Intensive 5-Day Training Seminar On

Understanding Success Factors in the Oil & Gas Industry


29 Jul - 02 Aug 2019, Geneva

18 - 22 Nov 2019, Vienna

20 - 24 Jul 2020, Geneva

16 - 20 Nov 2020, Vienna



 [View Details](#)

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Certified Company

Understanding Success Factors in the Oil & Gas Industry

INTRODUCTION

Today's multinational, International Oil Companies (IOC's) and National Oil Companies, both upstream and downstream of the oil and gas supply chain, are facing many challenges from the current economic climate. The current volatility of crude oil and natural gas prices has resulted in companies to reinvent themselves and to abandon the traditional strategic planning exercises.

This highly participative EuroMaTech training course is designed to provide a comprehensive understanding of the issues facing the international oil & gas industries and to be equipped with the necessary skills and knowledge to effectively identify and tackle these issues. This Understanding Success Factors in the Oil & Gas Industry training course will provide the necessary skills and knowledge to prepare the attendees for more senior responsibilities within their organizations.

Delegates will gain the knowledge and business acumen in the following key areas:

- A clear understanding of the oil and gas supply chain
- Issues related to the global energy supply
- Energy trading contracts and fiscal systems
- The oil & gas industry's future prospects for forward planning
- Oil & Gas Sector strategic analysis

WHO SHOULD ATTEND?

- Business Development Professionals
- Corporate Planning Professionals
- Geoscience and Engineering Specialists
- Refinery Professionals
- Supply Planners and Scheduling Professionals
- Contracting Consultants

The Understanding Success Factors in the Oil & Gas Industry training course will also be particularly beneficial to personnel in leadership roles seeking to improve their leadership presence and acquire skills on strategic planning in the Oil & gas Industry.

PROGRAMME OBJECTIVES

- Gain a wide-ranging understanding of the petroleum industry and the companies that constitute this industry
- Learn about the important issues facing our industry and strategies used to address them
- Gain specific skills in strategic planning, setting goals, budgeting and finance
- Understand the management and allocation of resources (*money, time, people, tools and technology*)
- Develop an understanding of the derivatives markets and an awareness on hedging risk
- Understand and compare international fiscal systems
- Learn about the geopolitical issues surrounding global oil & gas supply and transportation

TRAINING METHODOLOGY

The Understanding Success Factors in the Oil & Gas Industry training course will combine presentations with interactive practical exercises, supported by videos, activities and case studies. Delegates will be encouraged to participate actively to relate taught material and case studies with their own experiences from their respective industries.

PROGRAMME SUMMARY

The Understanding Success Factors in the Oil & Gas Industry training course provides a wider management perspective of global oil & gas business and highlights the success factors in each category of several business models. The training course considers how innovation in oil & gas industry is helping to drive economic growth and improve the company's bottom line; how we can achieve these goals while delivering value to the stakeholders, etc. This EuroMaTech training course effectively deals with the core issues, tactics and essential concepts of successful management of the oil & gas business.

PROGRAM OUTLINE

DAY 01

Overview of the Oil & Gas Industry

- Origins and formation of fossil fuels
- Chemistry and characteristics of petroleum
- Exploration for oil & gas
- Oil & Gas production
- Global oil supply and reserves
- Reserves, estimation and evaluation

DAY 02

The Supply Chain

- The Oil and Gas Supply Chain
- Logistics – Transportation and Storage
- Adding Value – Refining
- Refinery Petrochemical Integration
- Natural Gas processing
- Sales and marketing of Refined products and Natural Gas

DAY 03

Energy Trading and Economics

- Oil & Gas Economics
- Energy Trading and Commodities
- Crude Oil Production and Lifting Costs
- Crude Oil Pricing Regimes and Strategies
- Trading (I) – Real and liquid markets
- Trading (II) – Derivatives, futures, options and swaps

DAY 04

The Future of Fossil Fuels

- The role of natural gas and its role in the low carbon future
- Future prospects for the oil & gas industries
- Peak oil – trends and consequences
- Financial and energy risk management
- Risk management and hedging
- Geopolitical risks and opportunities

DAY 05

Strategic Analysis for the Oil & Gas Sector

- IOC & NOC strategic interests and competitive advantage
- Contracting strategies for the oil and gas industries
- Strategic value analysis for competitive advantage
- Strategic analysis for the oil & gas sector
- Project appraisal from a strategic perspective

IN-HOUSE TRAINING

EuroMaTech is capable of conducting this training programme exclusively for your delegates. Please e-mail us on inhouse@euromatech.ae for further information and/or to receive a comprehensive proposal.

QUALITY CERTIFICATIONS & ACCREDITATIONS

EuroMaTech is proud to be associated with the following accreditation bodies:



The PMI® Registered Education Provider logo is a registered mark of the Project Management Institute, Inc.

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✓	Date	Venue	Fee(\$)
	29 Jul - 02 Aug 2019	Geneva	US\$5,950
	18 - 22 Nov 2019	Vienna	US\$5,950
	20 - 24 Jul 2020	Geneva	US\$5,950
	16 - 20 Nov 2020	Vienna	US\$5,950

*This fee is inclusive of instruction materials, documentation, lunch, coffee/tea breaks & snack. All Fees are subject to 5% Value Added Tax (VAT).**

Your Details

Name (Mr/Ms):.....
 Position:..... Organisation:.....
 Address:.....

 City / Country:
 Telephone / Fax:

Mode Of Payment

- Please find enclosed a cheque made payable to EuroMaTech
 Please invoice me
 Please invoice my company as follows:

Contact Name:
 Company Name:
 Address:.....

Documentation

High Quality material has been prepared by the Seminar Leader for distribution to delegates. In addition, a special note pad to facilitate note taking will be provided.

Certificates

A Certificate of Completion will be issued to those who attend & successfully complete the programme.

Schedule

Our Course timings commences at 08:30 and concludes at 14:00, followed by lunch on a daily basis.

Hotel Accommodation

EuroMaTech has negotiated special rates for a limited number of rooms in the hotel. Early registration will help to secure a room at the reduced rate.

Registration & Payment

Please complete the registration form on this page & return it to us indicating your preferred mode of payment. For Further Information, Contact Your Nearest EuroMaTech Office.

Cancellation Policy

Request for seminar cancellation must be made in writing & received at EuroMaTech three weeks prior to the seminar date. A U.S.\$250/- processing fee will be charged per delegate for each cancellation. Thereafter, we regret that we are unable to refund any fees due, although in such cases we would be happy to welcome a colleague who would substitute for you.

Disclaimer

EuroMaTech reserves the right to alter the content, location of the Seminar, or the identity of the speakers in case of events beyond our control.

***VAT Announcement:** The Government of UAE have introduced Value Added Tax (VAT) on goods and services from 01-January-2018. In compliance with the legislation issued by the UAE Government, we will be applying a 5% VAT on the fees for all our programs and services offered from January 2018 as applicable and stipulated in the FTA circulars.

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