



Arabian Institute For Training

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# The 10-day Financial Management

# The 10-day Oil & Gas MBA

## INTRODUCTION

- Today's multinational, International Oil Companies (IOC's) and National Oil Companies (NOC's), both upstream and downstream of the oil and gas supply chain, are facing many challenges from the current economic climate. The recent volatility in crude oil and natural gas prices has prompted companies to reinvent themselves and to abandon the traditional strategic planning exercises. This 10 Day Oil and Gas MBA training course is designed to provide a broad understanding of the issues facing the international oil and gas industries and equip the delegates with the necessary skills and knowledge to effectively identify and tackle these issues.
- This training course will also introduce current innovations and advances in Oil & gas project management processes, tools and techniques to ensure project success. Evaluation of current oil & gas project delivery systems and methods, risk and issues management, stakeholders and communication management, planning and scheduling approaches, project finance and economics
- It includes how to develop a commercially viable and winning business case and project plan with specific application in oil and gas projects

## PROGRAMME OBJECTIVES

- Gain a broad understanding of the petroleum industry and the companies that make up this industry
  - Learn about the important issues facing our industry and strategies used to address these issues
  - 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 and gas supply and transportation
  - Explain the nature and fundamental of Oil and Gas Projects and Project Management
  - Discuss contemporary and current Project Management tool kits, processes and techniques
  - To probe Risk Management practices in Oil and Gas Projects
  - Explain how to effectively manage stakeholders and communication in a complex Oil and Gas Projects
  - Evaluate Planning approaches and instruments for Oil and Gas Projects
  - To assess the commercial viability of Oil and Gas Projects
  - Develop robust and advanced business case and project plan for Oil and Gas Projects
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## WHO SHOULD ATTEND?

- Business Development Professionals
- Corporate Planning Professionals
- Geoscience & Engineering Specialists
- Refinery Professionals
- Supply Planners & Scheduling Professionals
- Contracting Consultants
- Experienced Project Personnel / Engineers
- Project Control Staff
- Project Management Office Personnel
- The 10-day Oil & Gas MBA training course will also be useful to personnel in leadership roles, and need to improve their leadership presence and learn more about strategic planning in the oil & gas industry; and those with responsibility to plan and execute major oil & gas projects.

## TRAINING METHODOLOGY

- The 10-day Oil & Gas MBA training course combines presentation with interactive practical exercises, supported by videos, activities and case studies. This training course will also cover Project Management Body of Knowledge (PMI) recommended processes, oil and gas project management tools & techniques, production of business case and project plan, and rapid response assessment based on a situational analysis.
- Delegates will be encouraged to participate actively to relate taught material and case studies with their own experiences from their respective industries.

## PROGRAMME SUMMARY

- This is a concise MBA training course that provides a wider management perspective of global oil & gas business and highlights the success factors in each category of several business models. This training course also deals with increasing application of project management in oil and gas environment, and expectation / demand for oil and gas personnel to be sufficiently skilled and competent in project management processes and techniques. This training course effectively illustrates the core issues, tactics and essential concepts of successfully running the oil & gas business.

## PROGRAM OUTLINE

### 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
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## 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

## 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

## 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

## 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

## Oil and Gas Projects and Project Management

- Oil and Gas Projects, Programmes and Portfolio
  - Project Management, Programme Management, Portfolio Management
  - Project and Project Management issues and challenges in Oil and Gas Projects
  - Advanced and contemporary Project Management within Oil and Projects
  - Project Success from Owner, Contractor and Project team's perspective
  - Navigating complexity in Oil and Gas Projects
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## Project Management Processes within Oil and Gas Environment

- Project Management Body of Knowledge introduction (PMI)
- Critical Project Management Processes, tools and techniques in Oil and Gas Projects
- Stakeholders Management
- Communication Management
- Risk and Issues Management
- Project Management Office (PMO) within Oil and Gas context

## Planning Approaches in Oil and Gas Projects

- Planning principles and fundamentals
- Advanced Scheduling instruments and methods
- Critical path management
- Earned Value management
- Advanced Planning methods
- Project Control and Monitoring advanced methods

## Project Finance and Economics

- Appraising Oil and Gas Project's commercial viability and readiness level
- Capital Budgeting tools, techniques and instruments
- Managing Capital Expenditures and Operating Expenditures
- Effective Cash flow management
- Oil and Gas Project's sensitivity analysis
- Project selection criteria financial key performance indicators

## Business Case for Oil and Gas PROJECTS

- Advanced Business Case structure, format and key elements
  - Criteria for an effective and winning Business Case
  - Business Case development
  - How to identify gaps and oversights in Business Case for Oil and Gas Projects
  - Measuring the viability, deliverability and readiness level of the Business Case
  - Writing a Business Case and considerations
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