

INTERNATIONAL OIL AND GAS BUSINESS MANAGEMENT

"Master the Strategic, Financial, and Operational Dimensions of the Global Oil and Gas Industry."

Schedule

Venue (InHouse)	Fees
At Your Organization Premises	Ask For The Quotation

Introduction

The international oil and gas industry is one of the most dynamic and strategically vital sectors of the global economy. It influences world trade, geopolitics, and national development policies. Managing business operations in this sector requires an in-depth understanding of the global energy market, economic factors, and the complex interrelationship between exploration, production, transportation, refining, and marketing.

The International Oil and Gas Business Management course is designed to provide participants with a comprehensive understanding of the entire oil and gas value chain — from upstream exploration and production, to midstream transportation and storage, and downstream refining and marketing. It bridges the technical and commercial aspects of the industry to help participants make informed business and investment decisions.

Through real-world examples, case studies, and interactive discussions, this course highlights how to manage the challenges of market volatility, regulatory frameworks, financial planning, and global competition. Participants will learn how to apply strategic management principles, financial modeling, and project evaluation techniques to drive performance and sustainability within their organizations.

Objectives

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

- Understand the global oil and gas industry structure, operations, and value chain.
- Analyze the economic and strategic factors that drive global energy markets.
- Evaluate oil and gas projects using sound financial and risk assessment methods.
- Gain insights into exploration, production, refining, and transportation operations.
- Develop strategic business plans for oil and gas ventures.
- Understand contracts, negotiations, and legal frameworks within the industry.
- Identify geopolitical influences and their impact on energy markets.
- Enhance leadership and management skills for effective decision-making.

Why Attend

Oil and gas professionals face increasing pressure to adapt to fluctuating prices, technological innovations, and environmental responsibilities. This course equips participants with a holistic understanding of how global energy markets operate and how to strategically position their organizations for growth and profitability.

By attending this course, you will develop the ability to integrate business strategy with technical and operational insight, enabling you to make informed, value-driven decisions. Whether you're transitioning into management or looking to strengthen your leadership role in the sector, this program provides the tools and perspectives essential for long-term success.

Target Audience

This course is suitable for professionals involved in oil and gas management, planning, or operations, including:

- Oil and Gas Executives and Managers
- Energy Sector Business Development Professionals
- Financial and Economic Analysts
- Engineers transitioning to managerial roles
- Project Managers and Operations Supervisors
- Contract and Commercial Managers
- Government and Regulatory Officials
- Consultants and Strategic Planners in the Energy Industry

Individual Benefits

- Develop a deep understanding of the global oil and gas business.
- Learn to evaluate and manage large-scale energy projects.
- Strengthen leadership, negotiation, and financial analysis skills.
- Gain exposure to global best practices and real-life case studies.
- Enhance decision-making confidence in complex business environments.
- Boost career opportunities in international oil and gas management.

Organizational Benefits

- Strengthen business decision-making across departments.
- Build in-house expertise in strategic and commercial energy management.
- Improve project evaluation and risk management capabilities.
- Enhance organizational competitiveness in global markets.
- Foster leadership and multidisciplinary collaboration.
- Support sustainable and profitable business operations.

Instructional Methodology

The program combines practical and theoretical learning methods, ensuring a rich and engaging experience for participants. The methodology includes:

- Interactive lectures and multimedia presentations.
- Case studies of leading oil and gas companies and projects.
- Group discussions and real-world problem-solving sessions.
- Simulation exercises on project economics and market analysis.
- Role-play and negotiation workshops.
- Q&A sessions to address specific industry challenges.

Course Outline

Module 1: Global Oil and Gas Industry Overview

- History and evolution of the oil and gas industry
- The global energy mix and role of oil and gas
- Key players, markets, and geopolitical influences

Module 2: The Oil and Gas Value Chain

- Upstream exploration and production
- Midstream transportation and storage
- Downstream refining, marketing, and distribution

Module 3: Exploration and Production Management

- Geological and geophysical exploration methods
- Drilling operations and field development
- Production optimization and asset management

Module 4: Midstream Operations and Logistics

- Pipeline infrastructure and management
- Crude oil and gas storage systems
- Transportation economics and global trade routes

Module 5: Refining and Petrochemical Operations

- Refining processes and product diversification
- Quality control and blending operations
- Global refining economics and trends

Module 6: Oil and Gas Project Economics

- Capital investment and cost estimation
- Economic evaluation techniques (NPV, IRR, sensitivity analysis)
- Financing models and investment risk analysis

Module 7: Contracts, Negotiations, and Risk Management

- Types of oil and gas contracts (PSCs, JOAs, concessions)
- Commercial negotiations and dispute resolution
- Risk identification and mitigation strategies

Module 8: Pricing, Markets, and Trading

- Oil and gas pricing mechanisms
- Futures, hedging, and market risk management
- The role of OPEC and energy trading hubs

Module 9: Regulatory, Environmental, and Policy Frameworks

- International regulations and compliance
- Health, safety, and environmental standards
- Energy transition and sustainability initiatives

Module 10: Strategic Management and Future Trends

- Business strategy in a volatile market
- Innovation and digital transformation in energy
- The future of oil and gas in a low-carbon world

Certification

Upon successful completion of this course, participants will receive a Certificate in International Oil and Gas Business Management, recognizing their comprehensive understanding of global oil and gas operations, economics, and strategic management. The certification demonstrates proficiency in managing commercial and operational aspects of the energy sector, making participants valuable assets to their organizations in today's competitive and evolving energy landscape.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
- **Industry-Leading Faculty:** Courses delivered by seasoned professionals with hands-on experience.
- **Practical Insights:** Learn to turn theory into actionable strategies for real-world business impact.
- **Client-Focused Solutions:** Customized programs designed to achieve your organisation's unique goals.

In-House / Customized Training

Interested in running this course for your team?

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