
Essential Skills for Oil & Gas Managers & Supervisors

An Intensive 5-Days Training Course

12 - 16 Mar 2018, London

13 - 17 Aug 2018, Toronto



Essential Skills for Oil & Gas Managers & Supervisors

An Intensive 5-Days Training Course

Introduction

This 5-day GLOMACS' Essential Skills for Oil & Gas Managers & Supervisors training course is designed to provide essential knowledge and skills of the Oil and Gas sector from the managers and supervisors of viewpoint who are working in the field. It will provide the opportunity to study the Oil and Gas business from the perspective of the entire value chain, to analyze Oil and Gas management strategies of major organizations and discover the unique business issues of today's energy marketplace. As the Oil and Gas industry impacts organizations, and societies worldwide, it is important to learn how to position oneself for success in this competitive industry.

This GLOMACS training seminar aims to provide an intellectually challenging academic course of study, that will give the ability to analyze and evaluate key theoretical concepts and practical applications in issues of Oil and Gas management.

Objectives

Upon successful completion of this GLOMACS training course, delegates will be able to:

- Get an overview of the Global Oil and Gas Industry, from discovery to production through to consumption
- Understand the Geopolitics of Oil and Gas and the Major challenges facing the energy industry
- Gain an overview of Refining processes
- Evaluate the primary uses of Oil and Gas and its significance within the global energy industry
- Understand the objectives, functions and commercial relationships between companies and organizations from the upstream through to the downstream Oil and Gas supply chain
- Evaluate organizations with a positive safety culture that are characterized by communications founded on mutual trust, by shared perceptions of the importance of safety, and by confidence in the efficacy of preventative measures
- Gain and enhance good negotiating skills which are essential to the smooth running of the business
- Provide alternative approaches to the process of negotiating successfully

Training Methodology

This GLOMACS' Essential Skills for Oil & Gas Managers & Supervisors training seminar is a hands-on highly interactive stimulating learning experience, which facilitates many opportunities to advance the opinions and ideas of the delegates through active discussion. Participation is encouraged in a supportive environment that ensures the concepts introduced during training are being understood and reinforced. This is achieved through a mix of learning methods, including lecture style presentation, open discussion and case studies.

PowerPoint presentations augmented with videos will be used through the training course and will include case studies to facilitate discussions. The delegates will be encouraged to exchange ideas.

Organisational Impact

This GLOMACS training course on Essential Skills for Oil & Gas Managers & Supervisors aims to impart a better comprehension of the Oil and Gas business value chain.

To the organisation this means:

- Personnel with a broad overview and understanding of the structure and operations of the Oil and Gas industries
- Staff with the skills to analyze Oil and Gas management strategies and who have the ability to improve productivity and profitability
- Delegates understand the fundamental economics of the Oil and Gas industries that can contribute to the evaluation of project opportunities
- Quality training organization using a very experienced instructor
- Recognized and respected certification for the delegates attending
- Organisations can remain competitive and manage change in a multi-dimensional environment

Personal Impact

Your staff will gain:

- Enhanced leadership skills and understanding the role of the various organizations involved in the Oil and Gas industry
- Understanding of the structure and organisation of the Oil and Gas business
- Comprehend the details of Oil and Gas operations at all levels of the value chain
- An understanding of the critical relationship between product pricing and oil prices
- The ability to discern the complexities of oil refining and its impact on the world markets
- An awareness of Environmental issues and European Union plans for Oil and Gas (target 2030)
- Empowerment to put into practice the taught material coupled with a drive to succeed

Who Should Attend?

- Working Managers, Supervisors, Engineers, Team Leaders, Safety Managers, and Senior Technicians
- Oil and Gas Managers
- Investment Bankers and Fund Managers
- Media Analysts and Commentators
- Exploration, Production and Refinery Managers of the international petroleum and natural gas industry, including the areas of and petrochemical operations
- Marketing, Law, Human Resources, Accounting, and Finance Personnel
- Anyone requiring a broad understanding of the structure, operations and economics of the Oil and Gas industries

DAY 1

The Nature and Formation of Fossil Fuels and Oil Reserves

- Petroleum & Natural Gas Composition, Classification and Properties
- Generation, Migration and Accumulation of Petroleum
- Trapping Mechanisms and Seismic Surveys
- Exploratory Drilling & Testing the Well
- Casing Cementing and Completing the Well
- Estimation of Reserves
- Enhanced Oil Recovery
- Surface Treatment and Storage

DAY 2

Production, Transportation and Distribution

- Development of Oil and Gas Fields
- Storage & Tank Farms
- Pipelines and Tankers
- Geopolitics and World Energy Markets
- OPEC and the Future Role of a Cartel
- Need for Collaboration between NOC's and IOC's
- Oil & Gas Contracts, Joint Ventures and Fiscal Regimes

DAY 3

Introduction to Petroleum Industry Economics

- World Petroleum Consumption, Supply, Prices and Prospects for the Future
- The Refining Process & Complexity
- Refining Margins and Profitability
- Sales and Marketing of Petroleum Products
- Carbon Capture and Environmental Issues
- Introduction to Energy Finance and Economics

DAY 4

Financial and Energy Risk Management

- Discounted Cash Flow (DCF) and Time-value Considerations
- Inflation and Time Value of Money
- Apply the Present Value and Future Value Formulae (NPV)
- Internal Rate of Return (IRR)
- Hurdle Rates and minimum acceptable Rates of Return
- Introduction to Energy Risk Management
- Risks in Trading Energy Commodities
- Risk and Opportunity Analysis
- The Non-linearity and Complexity of Uncertainty

DAY 5

The Evolution of a Safety Culture

- Culture and Safety
- Leadership and Teamwork
- Active Listening and Nonverbal Communication
- Leadership, Communication and Barriers to Communication
- Presentation Skills
- Thinking Creatively
- Coping with Criticism
- BATNA Best Alternative to a Negotiated Agreement
- Dealing with Aggressors and Conflict
- Course Summary and Roundup



Essential Skills for Oil & Gas Managers & Supervisors

An Intensive 5-Days Training Course

Code	Date	Venue	Fees
MG172	12 - 16 Mar 2018	London	\$5,500
MG172	13 - 17 Aug 2018	Toronto	\$6,950

REGISTRATION DETAILS

LAST NAME: _____
FIRST NAME: _____
DESIGNATION: _____
COMPANY: _____
ADDRESS: _____
CITY: _____
COUNTRY: _____
TELEPHONE: _____
MOBILE: _____
FAX: _____
EMAIL: _____

AUTHORISATION DETAILS

AUTHORISED BY: _____
DESIGNATION: _____
COMPANY: _____
ADDRESS: _____
CITY: _____
COUNTRY: _____
TELEPHONE: _____
MOBILE: _____
FAX: _____
EMAIL: _____

PAYMENT DETAILS

- Please invoice my company
 Cheque payable to GLOMACS
 Please invoice me

CERTIFICATION

Successful participants will receive GLOMACS' Certificate of Completion

4 WAYS TO REGISTER

Tel: +971 (04) 425 0700
Fax: +971 (04) 425 0701
Email: info@glomacs.com
Website: www.glomacs.com

TERMS AND CONDITIONS

- Fees - Each fee is inclusive of Documentation, Lunch and refreshments served during the entire seminar.
- Mode of Payment - The delegate has the option to pay the course fee directly or request to send an invoice to his/her company/ sponsor. Credit card and cheque payments are both acceptable.
- Cancellation / Substitution - Request for seminar cancellation must be made in writing & received three (3) weeks prior to the seminar date. A US\$ 250.00 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.
- Hotel Accommodation - is not included in the course fee. A reduced corporate rate and a limited number of rooms may be available for attendees wishing to stay at the hotel venue. Requests for hotel reservations should be made at least three (3) weeks prior to the commencement of the seminar. All hotel accommodation is strictly subject to availability and terms and conditions imposed by the hotel will apply.
- Attendance Certificate - a certificate of attendance will only be awarded to those delegates who successfully completed/ attended the entire seminar including the awarding of applicable Continuing Professional Education Units/Hours.
- Force Majeure - any circumstances beyond the control of the Company may necessitate postponement, change of seminar venue or substitution of assigned Instructor. The Company reserves the right to exercise this clause and implement such amendments.
- Fair Access / Equal Opportunities - In the provision of its services as a world-class Training Provider, the Company is committed to provide fair access / equal opportunities throughout the delivery of its courses and assessment leading to the completion of training seminars, or 3rd party qualifications/certifications.

