
Due Diligence in the Oil & Gas Development

Appraisal of Potential Investors and Partners

23 Sep - 04 Oct 2018, Dubai

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Introduction

This 10-day two-phase GLOMACS Training Seminar is concerned with one of the most important activities in the development of oil and gas business – critical analysis and evaluation of potential investors and partners. The oil and gas industries are becoming more complex in structure, technology, competition and strategic choice. Consequently a company's relationships with potential investors and partners now require a significantly higher standard of appraisal and focus than has been the case in the past. We will concentrate on the application of leading-edge tools and techniques of due diligence in building effective relationships with these two strategically significant stakeholder categories.

Due diligence is multi-dimensional. It is based on an understanding of needs and objectives of potential investors and partners; their decision criteria; their compatibility with the strategic and operational objectives of our own company; and finally it requires a structured process by which attraction and integration of new investors and partners can be accomplished effectively in order to sustain continuous improvement in the profitable growth of the company.

This GLOMACS training seminar is split into two phases:

- Due Diligence in the Oil and Gas Development - Phase 1
- Due Diligence in the Oil and Gas Development - Phase 2

Objectives

At the end of this GLOMACS training seminar, you will learn how to:

- Identify the precise characteristics of new investors and partners
- Evaluate the past performance and future potential of new investors and partners
- Select and engage with new investors and partners
- Anticipate and deal with the challenges of integrating new investors and partners
- Measure the strategic impact of adding the new relationships

Training Methodology

The training process is based on a carefully planned combination of highly focused inputs by the seminar leader, using a balanced set of state-of-the-art presentation mechanisms. The emphasis will be on learning by examining major decisions in which the use of best practice principles of due diligence has been critical. Above all, the principles and approaches to this subject will be illustrated by reference to real-life organisations with which the seminar leader has been personally involved. In addition delegates will be encouraged to introduce issues for open discussion and creative thought.

Specifically, we will use the following training methods:

- Presentations by the course leader on tools and techniques of due diligence
- Group work on case studies based on analysis, interaction and discussion
- Focused problem-solving exercises, including "outside the box" thinking
- Interactive discussions of issues that currently affect the company
- Creating personal and team plans for effective application of the seminar

Organisational Impact

In sending delegates to this GLOMACS training seminar, the company will gain the following benefits:

- A more professional approach to appraisal of development opportunities
- Introduction of due diligence into all aspects of decisions
- Top management having more confidence in the decisions of staff
- A creative and flexible approach to investor relations
- Sharper focus on the potential of partnerships, alliances and joint ventures
- Managers with a broader global perspective on investor / partner relationships

Personal Impact

In attending this GLOMACS training seminar, delegates will acquire the following skills and competencies:

- Extending the boundaries of individual and team potential
- Improved creativity in developing the business
- Detailed understanding of the tools and techniques of due diligence
- Greater confidence in managing partnership relationships
- Applying collaborative approaches in sustaining profitable growth
- Introducing best practice in due diligence to all teams

Who Should Attend?

This GLOMACS training seminar is designed to be relevant for a very wide range of experienced professionals - for example the following categories of managers:

- Corporate Finance Officers
- Data Managers and Analysts
- Strategic Planners and Investment Analysts
- Internal Auditors and Management Accountants
- Upstream and Downstream Operations and Supply Chain Managers
- Merger and Acquisition Specialists
- Alliance and Joint Venture Specialists
- Private Equity Specialists
- Asset and Facilities Managers
- Human Resource Managers
- Other individuals whose professional future would be enhanced by an understanding of current best practice in investor / partner analysis and appraisal

Seminar Outline

PHASE 1

Due Diligence in the Oil & Gas Development

The two phases of the seminar have different but coordinated objectives. Phase 1 is concerned with the basics of due diligence with a focus on tools and techniques of due diligence analysis. Phase 2 is a more advanced sequel with a focus on best practice in applying due diligence to management of relationships with investors and partners. This will ensure sharp focus on the needs of the organisation as it develops its strategy for the future.

To address these issues, the seminar is designed around 10 themes, with the detailed topics of each theme as follows.

DAY 1

The Basics of Due Diligence in the Oil and Gas Business

- The Changing Dynamics of the Global Oil and Gas Business
- The Strategic Relevance of Due Diligence in Market Analysis
- The Strategic Relevance of Due Diligence in Financial Management
- The Strategic Relevance of Due Diligence in Merger and Acquisition
- The Strategic Relevance of Due Diligence in Business Planning

DAY 2

Due Diligence in Market Analysis

- Market Analysis (1) – Data Search and Business Intelligence
- Market Analysis (2) – Analytical Tools and Techniques
- How attractive is the market sector that we are evaluating?
- How strong is our performance in this market sector?
- What is the potential for sustainable profitable growth?

DAY 3

Due Diligence in Financial Management

- Profit and Loss Statement – What this signifies?
- Balance Sheet – What this signifies?
- Cashflow Statement – What this signifies?
- Evaluating the Financial Anatomy – structure and gearing
- Evaluating the Financial Anatomy – robustness and sustainability

DAY 4

Due Diligence in Risk Analysis and Risk Management

- Identification of Types of Risk in this Company
- Quantitative and Qualitative Tools and Techniques of Risk Analysis
- Best Practice in Risk Management – A Structured Process
- The Emerging Concept of “Risk Engineering”
- International Standards and Requirements of Corporate Governance

DAY 5

Due Diligence in Strategic Planning

- What is strategy and why is it important?
- Alternative Approaches to Strategic Planning
- Management and Control – Dealing with Variance and Divergence
- Balancing Short-term and Long-term Programmes and Projects
- Example of a Strategic Planning Framework
- Discussion and Plan – How to apply themes 1-5 in this company?

Seminar Outline

PHASE 2 Due Diligence in the Oil & Gas Development

DAY 6

Understanding the Basics of Due Diligence in Partner Evaluation

- The Strategic Rationale for Alliances and Joint Ventures
- The Various Forms of Partnership
- The Process of Partner Identification
- Financial Evaluation of Potential Partners
- Non-financial Evaluation of Potential Partners

DAY 7

Applying Due Diligence in Partner Evaluation (1)

- Identifying Resources Required – complementary or additional
- Determining Characteristics of Potential Partner(s)
- Discussing and Agreeing a List of Potential Partners
- Tools and Techniques for Initial Screening
- Use of the Right Tools and Techniques in Specific Conditions

DAY 8

Applying Due Diligence in Partner Evaluation (2)

- The Guiding Principle of “Tissue Match”
- Reducing the Long List to a Short List
- Iterative Reconsideration of above Phase
- Refining the Short-list Process
- Summary of the Complete Process and agreeing the Short List

DAY 9

Applying Due Diligence in Managing Partnerships

- The Managerial Differences between a Strategic Alliance and a Joint Venture
- The Process of agreeing the Business Case
- Negotiating the Terms of an Alliance or a Joint Venture
- Choosing the Most Effective Partnership Structure
- The Life-cycle of the Partnership and the Challenge of Renewal

DAY 10

Applying the Complete Seminar to the Needs of the Company

- How to Apply Themes 6-9 in this Company
- Use of Relevant Data and Information to Support Decisions
- Due Diligence in Aligning Strategy and Operations
- Due Diligence in Scenario Forecasting and Strategic Choice
- Discussion – Interaction – Agreeing Priorities for the Company
- Delegates’ Personal Plans for Follow-up Action



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Code	Date	Venue	Fees
MG268	23 Sep - 04 Oct 2018	Dubai	\$9,500

REGISTRATION DETAILS

LAST NAME: _____
FIRST NAME: _____
DESIGNATION: _____
COMPANY: _____
ADDRESS: _____

CITY: _____
COUNTRY: _____
TELEPHONE: _____
MOBILE: _____
FAX: _____
EMAIL: _____

AUTHORISATION DETAILS

AUTHORISED BY: _____

DESIGNATION: _____
COMPANY: _____
ADDRESS: _____

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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

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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.

GLOMACS

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