
BUSINESS DEVELOPMENT IN THE OIL INDUSTRY

(3 DAYS)

OVERVIEW

The key to success in the oil and gas industry is the ability to find and commercialise assets. In today's global environment, the process is becoming more complex with the emergence of new players and the evolution of older ones. The course will focus on the skills required in evaluation (both buy-side and sell-side), financing, acquisition, and exploitation planning for an oil and gas entity.

WHAT DO WE GET OUT OF IT?

- Learn key skills required to succeed in the modern oil and gas industry
- Explains the processes, drivers and terminology relevant to the industry
- Identify the risk and opportunity exposures of different stakeholders
- Understand new global resource trends, supply chains and environmental constraints
- Explore what needs to be measured to monitor and improve performance in the industry
- Learn best practices in managing the oil and gas industry's strengths, weaknesses, opportunities and threats
- Understand the asset commercialisation issues unique to the sector

WHO IS IT FOR?

The Business Development in the Oil Industry course is designed for oil and gas professionals who need to develop an understanding of the unique aspects of oil and gas commercialisation and business development.

WHAT IS IT ABOUT?

This course focuses on providing participants with essential industry insight and developing those skills needed to be effective business development professionals in the oil and gas industry. It will feature a stellar international faculty and involves a wide range of teaching methods and course materials (presentation, exercises and discussions) to stimulate and enliven the learning process. Participants acquire the knowledge and tools needed to make an immediate impact on their jobs and the success of their businesses. We explore the processes, drivers and terminology relevant to the industry, identify the risk and opportunity exposures of different stakeholders, reveal new global resource trends, supply chains and environmental constraints, establish what needs to be measured to monitor and improve performance in the industry and highlight best practices in managing the oil and gas industry's strengths, weaknesses, opportunities and threats

COURSE OVERVIEW

- What are business development skills
- Structure of the oil & gas industry and key industry players
- Recent transactions reported globally across the industry
- Business cycle: Activities and funds flowing through oil and gas companies
- Joint ventures: Industry cooperation and risk sharing
- Types of transaction common in the industry
- Strategic drivers and best practices