



Upstream Oil & Gas Business Development Cycle CEM27



**Oil & Gas
Consultancy Services & Technical Training Providers**

Enhancing business through knowledge

www.petroconsultenergy.co.uk

Upstream Oil & Gas Business Development Cycle

CEM27

Introduction:

The petroleum (upstream) industry is peculiar in the technical/engineering, operational, financial & legal nature. Such peculiarities make the management of the business to be highly specialized. Similarly the fast changing nature of these peculiarities require constant updating of staff skills and competencies.

A deliberate attempt to develop & update such specialized skills is the driver for this five day program. It is designed for staff of E&P companies, subsidiaries & their strategic business units such that they can be exposed to current practices and policies that will enhance the realization of their organizations corporate objectives as well as national aspirations of maximizing petroleum resource exploration by producer countries.

The resources are the same and not changing but the expectations of both IOCs and NOCs are constantly changing in an environment that is equally restive.

What this requires is a critical analysis of staff skills gaps and employment of a program like this to strategically re-position the organization.

Course Content:

1. Critical Host Government E&P Objectives
 - The Value Chain of Exploration & Production Activities
 - Global vs. Domestic Markets: Critical Issues
 - The IOC & Host Government: The Interphase
 - Developmental Objectives of Host Government in Respect of O&G Resources
 - Host Country Citizens & Communities Expectations vs. Economic Realities
 - Resource Control & National Content

2. Critical E&P Companies (IOC's) Objectives
 - O&G Resource & Business Development Life Cycle
 - Global Nature & Operations of IOCs
 - The IOC as Agents of Economic Development in Producing Countries; The Paradox of Petroleum Resource Management
 - Nigeria PIB, National Content Objectives: Challenges & Solutions

3. Upstream Fiscal Policy & E&P Development Cycle
 - Fiscal Policy (Regimes) Contract Types (JV & PSC) that Govern E&P Operations
 - Nigeria's PIB: Economics of its Fiscal Components
 - EIT/NEIT & Petroleum Revenue Generation & Monitoring Techniques
 - Marginal Field Development Policy & Management: Challenges & Solutions

4. Oil & Gas Field Development & Production Cycle
 - Onshore & Offshore Operations Overviews
 - Peculiarities of Offshore Field Development
 - Reservoir Development Options and E&P Business Cycle
 - Reserves Determination & Economic Implications
 - Crude Oil Price (Low/high) & Field Development
 - Upstream Projects & Facilities – Overview & Financing Options (Including Carry Agreement & Modified Carry Agreements as Examples of Alternative Funding)

5. Field Abandonment & Decommissioning
 - Overview
 - Best Practices (UK, North Sea - Experience, Standards, Statutory Requirements & Legislations)

6. Case Studies on:
 1. Marketing Crude in a Depressed market
 2. Gas domestications: Legal & Fiscal Framework for Developing Countries

Venue:

Please visit our website or contact us for details.

Tuition:

£2,950 +VAT

5 easy ways to
register or to
make an enquiry:

1.Web

www.petroconsultenergy.co.uk

2.Email

info@petroconsultenergy.co.uk

3.Phone

+44(0)1708 755355

4.Fax

+44(0)1708 755358

5.By post

Petroconsult Energy Co. Ltd.

4 Holgate Court, Western Road,

Romford. RM1 3JS, United Kingdom