



OIL AND GAS | OG-017

## Essential Skills for Oil and Gas Professionals

### UK

+44 33 000 111 90  
info@informatech.co.uk  
<https://informatech.uk>  
63-66 Hatton Garden Hatton Garden  
EC1N 8LE, London

### NL

+31 85 74 444 46  
info@infomatech.nl  
<https://infomatech.nl>  
Waarderweg 50 - 2031PB  
Haarlem - Netherlands



# Course content

## Why Attend

**Why Attend** The oil and gas industry operates in a dynamic environment shaped by market volatility, technological advancements, regulatory changes, and evolving energy demands. This course provides participants with a comprehensive understanding of the industry's value chain, commercial drivers, project economics, risk management, and strategic decision-making, enabling them to contribute more effectively to upstream, midstream, and downstream operations.

**Course Methodology** The course combines instructor-led presentations, industry case studies, practical exercises, group discussions, project evaluation workshops, financial analysis activities, and real-world examples from the global oil and gas sector.

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

- Understand the structure and commercial drivers of the oil and gas industry
- Explain upstream, midstream, and downstream operations and business models
- Evaluate oil and gas projects using financial and economic analysis techniques
- Understand contracting strategies and project development processes
- Apply project risk management principles within oil and gas projects
- Analyze project performance using industry-standard financial indicators
- Assess current industry trends and geopolitical influences on energy markets

## Target Audience

- Petroleum engineers
- Production and operations engineers
- Project engineers and project managers
- Finance and commercial professionals in oil and gas
- Procurement and contracts professionals
- Business development professionals



# Course content

## Target Audience

- Professionals new to the oil and gas industry

## Target Competencies

- Oil and gas industry knowledge
- Project economics
- Commercial awareness
- Risk management
- Project planning and control
- Financial analysis
- Strategic thinking
- Decision-making

## Course outline

### Day 1: The Oil and Gas Industry and Commercial Environment

- Understanding the structure and value chain of the global oil and gas industry
- Exploring upstream, midstream, and downstream operations and their interrelationships
- Reviewing exploration, field evaluation, production processes, and reserve estimation concepts
- Understanding industry business models, production economics, and operating cost structures
- Examining the commercial drivers that influence investment and operational decisions
- Identifying strategic opportunities and challenges affecting the global energy sector

### Day 2: Project Development and Commercial Arrangements

- Understanding contractual and fiscal arrangements used within the oil and gas industry
- Reviewing the roles of international and national oil companies in project development



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- Exploring commercial models, investment structures, and risk-sharing mechanisms
- Understanding front-end project planning and development processes
- Identifying common project delivery challenges and mitigation approaches
- Developing effective project governance and project control frameworks

### **Day 3: Project Economics and Financial Evaluation**

- Evaluating investment opportunities using project economic principles
- Understanding cash flow analysis and the time value of money
- Applying financial performance indicators to support investment decisions
- Developing discounted cash flow models for project evaluation
- Understanding cost estimation methodologies and key cost drivers
- Applying earned value management techniques to monitor project performance and progress

### **Day 4: Risk Management in Oil and Gas Projects**

- Understanding the principles and objectives of project risk management
- Applying risk management processes throughout project lifecycles
- Identifying project objectives, uncertainties, and potential threats
- Assessing technical, commercial, operational, and environmental risks
- Developing and maintaining project risk registers and response strategies
- Identifying and engaging key stakeholders to support successful project delivery

### **Day 5: Industry Trends, Strategic Challenges, and Capstone Case Study**

- Examining the impact of unconventional energy developments on global markets
- Analyzing the influence of technological innovation on the oil and gas industry
- Understanding geopolitical factors affecting energy supply, demand, and pricing



# Course content

## Course outline

- Evaluating strategic challenges facing energy companies in changing market conditions
- Participating in an integrated case study applying project economics, commercial analysis, and risk management principles
- Course review, lessons learned, and action planning for professional development

# Seminar dates

## Available seminar dates

Live dates and pricing for Essential Skills for Oil and Gas Professionals generated from the course details page.

| Date               | Location         | Format                                    | Fee               |
|--------------------|------------------|-------------------------------------------|-------------------|
| Dates on request   | Venue on request | Classroom                                 | <b>Contact us</b> |
| Live online option |                  | Online delivery is available at €1,850.-. |                   |