Corporate
Partner Solutions

Oil & Gas Leaders:
Petroleum Management, Training and
Consultin

Courses

Training

Competency Management

Compliance Management

Performance Consulting

Workforce Development

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2022/2023
COURSE CATALOGUE

Complete Training Course Schedule

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Our Training Proposal

We would like to introduce Corporate Partners Solution to you and your organization. Corporate Partners Solution is designed to address core business needs by increasing the quality of employee and Leadership in your organization.

Comprised of Strategy and Consulting, Management Assessment, Leadership Development and Leadership Audit, these solutions offer a unique and comprehensive product suite that enables organizations to effectively and efficiently overcome global leadership challenges. Our solutions align with your business strategies to help you drive greater organizational performance and success.

Corporate Partner Solutions provides training, research and consulting services and petroleum management to the oil and gas industry and government agencies. Training courses include a variety of topics of interest to newcomers and seasoned veterans.

We help companies improve their performance, productivity, and bottom-line results. Our comprehensive learning initiatives integrate research-based, proprietary content with processes that are specifically and explicitly connected to the critical business issues that your organization is facing. This allows your people to achieve their full potential and better align individual goals and competencies with organizational objectives. The results are measurable and lead to sustained improvements for your organization.

We thank you for your valued and kind patronage. Look forward to being of service to you and your organization.

Yours faithfully,
For: CORPORATE PARTNERS SOLUTION

THE CORPORATE PARTNERS SOLUTIONS EDGE

WHY CORPORATE PARTNERS SOLUTIONS?

Accountability and Reliability of Service

- ❖ Strong KPIs to measure service satisfaction so that we are held accountable.
- ❖ We are flexible; you can customize based on your organization's needs
- ❖ Certificate of completion is provided at the end of the course.

C Customer Satisfaction and Methodology

- ❖ Online registration solution for clients.
- ❖ Helpline facility is provided- our customers can reach us via telephone, text messages, Emails anywhere and any time.

Training Differentiation

- Instructors are practitioners in their own field.
- Real world case studies and issues are incorporated into the course curriculum.
- Sessions can be conducted on-site and off-site.
- International courses can be provided locally.

The Corporate Partners Solutions Edge

1. CPS courses are built on extensive real-world experience in every corner of the oil and gas value chain.

2. We focus on the core business needs by increasing the quality, skills and competences of its employees as well as their leadership qualities.

3. We assist organizations in improving its performance, productivity, and bottom-line results.

4. We combine the insights from our client companies with the knowledge of seasoned industry experts to help with your most complex challenge.

5. CPS provides the largest offering of competency-based and customized classroom training to our clients at our facilities worldwide, or on an in-house basis.

6. At CPS, we rapidly and efficiently assure competency by identifying skill and knowledge gaps that may be limiting client company's performance and compliance.

7. We help accelerate development by implementing customized courses, which also includes; technical coaching and mentoring, for closing skill and knowledge gaps and educating new workforce

Accreditation

Corporate Partners Solutions is accredited by the Cleveland State University, Ohio USA, MSBA and RIKE Services in developing series of Oil and Gas Professional Courses

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ADDITIONAL INFORMATION

Customized Training

All of our courses are offered on a customized basis where course content and level are tailored to meet the needs of your personnel. Training is connected primarily on the basis of logic and results rather than equations and derivations. All associates of Corporate Partners Solutions are active as problem-solving consultants along with their teaching and writing.

Hotel Reservations

For your convenience, CPS has reserved guest rooms for program attendees at several hotels close to the training session. Detailed information is provided with your enrolment confirmation/joining instruction

Fees

All fees are listed in U.S. Dollars ($) and Nigeria Naira (N). All fees are per person. The Tuition Fee is due and payable upon written confirmation of the enrollment by Corporate Partners Solutions (CPS). Payment should be made by check in U.S. funds drawn on a U.S. bank, traveller's check, cash or wire transfer. Tuition fees include tuition and refreshments at break. The fee also includes course materials or texts that provide a permanent reference for each participant and must be paid in full prior to the first day of the program. Tuition fees do not include meals or lodging.

Payment/Substitutions/Cancellations

The fee is due and payable to CPS before the first day of the program. If the enrollee is unable to attend the course, full tuition fees will be refunded if the cancellation is received at our office at least 2 weeks before the course start date. However, no refunds can be made for a cancellation or transfer less than 2 weeks prior to the course start date. There is no deadline for application submission but in the event that a particular training session is completely subscribed, applicants may be placed on a waiting list.

Training Schedule

Unless otherwise specified, the training sessions run from 8.30am to 5.30pm with an hour for lunch. Some work shop sessions and lectures may extend to evening hours. Please take into account that the Friday afternoon sessions end around 2pm.

Training Overseas

For all training overseas (International courses), CPS can help with visa arrangements.

Contact Details

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FACILITATORS PROFILE

Dennis Amaechi Onyeagba is Petroleum Engineer with over 24 years of professional experience. At ConocoPhillips, he held positions of Production Asset Manager and Senior Production Engineer for over 8 years. His skills include impairment removal and unlocking tight reserves, computing and information technology, artificial lift systems, completion and work over design, system development and implementation of HSE Case, permit to work (PTW) systems, project management, community relations, government liaison, contracting and supply chain management. His experience began at Shell Petroleum Development Company Nigeria Limited, Warri, where he served as Production Technologist. He managed over thirty projects in his over 24-year career. A few of the projects include water shut-off trial project in the Shell Petroleum Development Company's Ogini field. He engaged in government liaison to guarantee expat quota allocations. He handled community relations, and conflict resolution of the Ukpokiti Development with relation to the Major Trade Unions in the industry (PENGASEN AND NUPENG) and Contract staff employment and contracts to ensure sustainable development in that area. He ensured the achievement of the Asset's government allocated production quota, and represented the company in production matters with outside bodies (inter-company, government agencies, e.t.c.). He negotiated most of the contracts in the operations of Ukpokiti development, and effectively maintained costs within budgetary limits. He engages in consultancy, providing service for marginal oil field operators, and teaching petroleum engineering/allied courses.

Funsho Obilade is an experienced client-facing programme manager with proficiency in both public and private sectors across various industries including financial, oil & gas, maritime, ports authority, entertainment, telecoms and education. Public sector experience includes central government, UKBA, DVLA, emergency and the security services. His experience in oil and gas are related to Eni-Indonesia, DPR, NPDC & Shell Nigeria. He has delivered several programs including Time Management in Oil & Gas, Petroleum Project Management; Improving HR & Admin Functions in Oil & Gas Sector. A visiting lecturer in several UK universities including Chester University, Anglia Ruskin University and Gloucester University and recently delivered a paper in Harvard University, Boston. His core skills and competencies are outlined below:

- Excellent knowledge and Hands-On use of Microsoft platforms, MS Project and Critical Path Analysis.
- Excellent knowledge of document control, SharePoint and Data Centre Management.
- Proficient in all Microsoft Office applications including Project, Excel, PowerPoint and MSQL Database.
- ITIL & PRINCE2 Foundation; SDLC, Blackboard & VLE Experience.
- Certified Health & Safety Manager with COSHH Interactive.
- Methodologies & Tools used include Agile, Lean, MS Office, SourceSafe.
- Software used include Blackboard, Moodle, ERP, Oracle, MS SQLServer, PowerBuilder, Oracle Primavera.

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Engr. Godson Samuels is a vastly experienced in Engineering designs and construction of oil and Gas Facilities, Operations and Maintenance management, Real options evaluations services, Business Development for marine Vessel Management and support services in the Oil & Gas sector. Worked in the industrial Steel sector, Schlumberger and Workshops Africa a vessel support Service Company. He is presently the Technical Director for Netsach Nigeria Limited, A company in the design and construction of Oil and Gas facilities, which includes tank farms, Harbor handling facilities. Also Providing Fluid monitoring and Asset management solutions to the downstream sector. He holds a B, Eng. degree in Mechanical Engineering with a specialization in Automotive systems and Controls, Engineer Samuels have deployed and translated many of his international training experience and exposure into providing Project management services in the Energy sectors He comes with over 30 years of hands on Practice and have been in Engineering practice over 30 years. He has been instrumental to the design and construction of several of the Oil and gas downstream facilities in Lagos and Port Harcourt. He is presently involved in several operations and maintenance management contract in the oil and gas downstream sector.

Mr Mohammed ElKahodi has over 20 years of strong professional experiences in Finance, Accounting and Taxation. His experience include:

•Proactive, multi-skilled Finance professional with rich experience of working in a comprehensive multi-functional environment, establishing processes, SOPs, streamlining workflow & creating team work environment to enhance productivity

•Leverage insightful exposure to various facets thereby ensuring smooth operations and implementing best practices for successful project execution.

•Thorough knowledge and technical understanding in conjunction with demonstrated capabilities in implementing process improvements for desired performance levels.

•Demonstrated abilities in managing customer centric operations as well as ensuring customer

•Satisfaction by achieving delivery & service quality norms.

•Sound domain knowledge, fast track professional with superior communication and interpersonal skills and success in execution and resource monitoring.

•Ability to handle multiple functions and activities in high-pressure environments with tight deadlines within quality and cost parameters.

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Olumide Gbadamosi has over 15+ years of oil and gas industry experience in various job functions and locations (West Africa, North Sea, Norwegian Continental Shelf, and Middle East). His experience is outlined below:

- Reservoir simulation (Eclipse's black oil and compositional simulation).
- Build and history match dynamic simulation models Field development planning
- Reservoir surveillance and management
- Proficiency in numerical and analytical reservoir/ production engineering tools
- Experience in gas condensate, gas, and oil reservoirs fluid systems (sandstone and carbonate reservoirs).
- Experience in reservoir fluids sampling, fluid characterization and modeling EOS for different reservoir fluid systems.
- Reserves maturation and reporting
- Hands-on field experience in drilling operation, mud logging, drilling and completion fluids, light well interventions, well testing, clean-up jobs, production logging.
- Good communication, presentation and interpersonal relationship skills.
- Worked in multi-cultural and multi-lingual environments (speaks fluent English, Norwegian and Yoruba).
- Good HSE record in work environments (offshore and onshore). No injury/incident record in my 15+ years' experience.
- Strong work ethics and good integrity
- Proficiency in MS-Office Suite and UNIX operating systems.

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Mr Robert Milligan is an exceptional senior project man-manager; a strategic thinker in EPC project technology, and, an expert in O&M strategies; a strategic thinker in EPC project technology; offers the right calibre of expertise (hands-on); enthusiasm needed to drive-forward high-capital project management, planning and construction; offering a full competency in business - logistics management as a dept. head in business with direct scope; an activity and staff to achieve company objectives and goals. These professional and diverse responsibilities; includes hiring and OTJ training employees, implementing budgets and company policy and procedures, maintaining capital inventories, ensuring a constant flow of resources, and evaluating business appraisal & performance within an EPC project environment, offering a business acumen, strong organizational skills, leadership, industry knowledge, communication abilities, and supervisory skills. Cost optimization and improve overall dept. turnover profitability, and, to manage staffing levels more efficiently, cut costs through reducing waste; a proven career of operating in demanding situations.

In Central Asia, operating within hostile, demanding, undeveloped regions of the third world; a vital knowledge and technical ability to work in a remote terrain where the unknown with various environmental conditions, particularly in harsh, unstable and difficult rough mountainous terrains, particularly in Pakistan/ NWFP territory.

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Dr. Augustine Ifelebuegu, a Senior Fellow of the Higher Education Academy, is a highly innovative, exceptionally talented and extremely versatile professional with over 18 years post graduation experience that spans the petroleum industry, Water/Waste industry and the academia. He is currently a Principal Lecturer and the Postgraduate Course Director in Oil & Gas. He single-handedly initiated and developed the MSc Oil & Gas Management and the MSc Petroleum & Environmental Technology at Coventry University. These two masters programmes have recruited over a thousand students since its inception in 2010/11 academic session. He has also recently initiated two further postgraduate programme; the MSc Petroleum Exploration Geoscience and MSc Unconventional Petroleum Technologies. Before joining Coventry University, he was a Process Design Engineer at Severn Trent Water where he was involved in several multimillion pounds projects. He was involved in several projects for NLNG, Shell Petroleum,Shell Nigerian Gas, ExxonMobil, Addax Petroleum, ChevronTexaco, Total, Eni, Schlumberger, Oildata Wireline, Air Liquide, ConnocoPhillips, etc. Specialties in teaching and research include:

- Process Engineering Design'
- Oil Spill Response and Clean-up Technologies
- Water and Wastewater Treatment
- Projects and Quality Management
- Adsorption Processes and Nanotechnology
- Process Safety and Loss Prevention
- World Petroleum Fiscal Systems
- QHSE Consultancy, Training and Auditing.

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Mr Elijah Acquah-Andoh is a PhD and ACCA candidate and a lecturer of Petroleum Economics and Investment Analysis at a top 20 UK University with over 5 years' oil and gas project finance and financial services experiences covering deal sourcing and structuring, transactions modelling and valuation, oil and gas company research, M&A research and due diligence welcomes the opportunity to training industry professionals and non – industry audiences seeking to make a move into the commercial aspects of oil and gas management. His areas of expertise include:

•Financial modeling & Valuation – Comps, Precedent Transactions, DCF Analysis, M&A research & valuation, benchmarking

• Strategic business analysis of oil and gas projects — financial appraisal of oil and gas field developments, petroleum contract negotiation, portfolio evaluation and risk analysis

• Modelling oil and gas investments; fiscal regime modelling and upstream tax regime evaluation,

• Petroleum production accounting - oil and gas reserves & production valuation and production forecasting

• Strategic business valuations and business combinations – transaction valuation, due diligence, asset value modelling and negotiation, JV analysis and fund sourcing

• Petroleum project finance, portfolio evaluation and risks – funding source appraisal, project selection appraisal and evaluation, risk modelling and analysis.

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Mr. Stephen Theophilusis a self-motivated, Goals-Oriented, Trustworthy and Team-Spirited. He has a working knowledge of European and British Standards. He has researched and published on process safety, safety culture, analysis of human factors contribution in accidents. His professional competences include Risk Management, and Process Safety competencies, with knowledge of International Standards, ISO 9001, ISO 14001 and OHSAS 18001. His areas of expertise include:

- Process/Occupational Safety Management in the Oil and Gas Industry (Effective Safety Culture, Risk Assessment and Management, Emergency & Disaster Management in Oil & Gas, etc.)
- Environmental Science/Management (Emergency & Disaster Management in Oil & Gas, Hazardous Waste Management, etc.)
- Maintenance Work Planning and Execution
- Drilling and Production Technology
- Engineering/Project Management
- Maintenance Audit and Inspection
- Guiding MSc research students to a variety of process safety methods in the process industry
- Providing Process Safety, OH&S expertise and risk management support to the oil and gas Functional/Line Managers undertaking MSc or PhD through the application of risk management tools.
- Providing advice on how to work to standard, procedures and work instructions for Safety Critical Tasks in order to meet COMAH requirements.

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Dr. Gareth Joakim Davies is working as an evaluation researcher assessing the impact of public engagement with research. Have a depth of knowledge about developing decision-support tools to increase the transparency and accountability of evidence-based decisions on risk. Aslo, have a breadth of experience carrying out environmental science research. His Academic qualifications include:

- Philosophical Doctorate (PhD) in Decision Science. Conferred Sept. 2010. School of Applied Sciences, Cranfield University. Thesis: Towards an agent-based model for risk-based regulation.
- Masters of Science by Research (MSc) in Comparative Risk Assessment. Conferred July 2006. Department of Applied Sciences, Cranfield University. Thesis: Comparative risk assessment for waste and resource management.
- Masters of Research (MRes) in Marine Science Technology. Conferred July 2004. Department of Marine Technology, University of Newcastle upon Tyne. Thesis: Impact of 4-nonylphenol on the larval development of marine copepod Tisbe holothuriae.
- Bachelors of Science(BSc, Hons) in Environmental Protection. Graduated July 2003. Department of Conservation Sciences, Bournemouth University. Thesis: The suitability of Harpacticoid Copepod (Tisbe holothuriae), as a live feed for marine fish larvae, in terms of ease of culture.

Recent employments include:

- Research Associate: Preparing a strategy for Unit of Assessment 7b within the Research Excellent Framework 2020: The Schools of Earth Environment and Ecosystems, STEM, The Open University (2013-2016).
- Research Associate: The Schools University Partnership Initiative (SUPI) project: Engaging Opportunities RCUK-funded), STEM, The Open University (2013-2016).
- Hourly Paid Lecturer: Teaching research skills and supervising MSc thesis projects. Department of Geography, Environment and Disaster Management, Faculty of Business, Environment & Society, Coventry University. (2013-2017).

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Dr Iryna V. Lendel is an economist with vast experience in teaching and conducting academic and applied research as well as analyzing regional economic development. Dr. Lendel has an extensive background in energy policy and shale development research. She is a principal investigator of two current studies on the potential opportunities on downstream, midstream and upstream industries based on the further development of Ohio Utica shale resources and shale gas industry in Ohio and Pennsylvania. Her teaching experience comes from two systems of education and from various audiences. Prior to coming to the United States, she was an associate professor in the department of economics and management in Ivano-Frankivsk National Technical University of Oil and Gas in Ukraine, where she taught core and specialty courses (Economics of Oil and Gas Production, Microeconomics, Mathematical Methods for Production Systems, Econometrics, Labor Economics, and Research Methods) and supervised graduate students. After coming to the United States, Dr. Lendel because a professor of Urban Studies in Cleveland State University and taught courses in urban and regional economies and economic development (Urban Spatial Structures) and Public Finance and Economics. Her research portfolio includes projects on industrial analysis (the oil and gas industry, steel industry, high-tech industries and the re-emerging optics industry); technology-based economic development; and the energy policy and economics. Besides conducting courses in academic environment, Dr. Lendel taught multiple short-term seminars and courses for businessmen, government representatives, non-profit sector and economic development specialists while serving as a Manager of Economic development Program of the largest Canadian technical assistance project to Ukraine and presently in multiple countries for CRDF Global. At present, Dr. Lendel is the Research Associate Professor of Economic Development and Assistant Director of the Center for Economic Development at the Maxine Goodman Levin College of Urban Affairs at Cleveland State University

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Dr Patrick Fitzgerald is a Distinguished Industry Expert in Energy Management and Petroleum Land Practices at the Franklin L. Burns School of Real Estate & Construction Management in the Daniels College of Business at the University of Denver where he regularly offers courses in the Energy Land Management Certificate Program series. Concurrently, he is Senior Partner in the law firm Fitzgerald & Associates with offices in Dallas and Oklahoma City and Of Counsel with Cantafio Eddington, P.C. with offices in Denver and Steamboat Springs, Colorado. He specializes in various areas of law related to the oil and gas industry, including the mediation of cases involving the energy industry. Dr. Fitzgerald is also the President of Fitzgerald Economic and Business Consulting, LLC, where he is an economist and land management consultant and serves as an expert witness and commentator on title issues, oil and gas contracts, valuations, damages, economic trends and profitability. He also lectures in Energy Finance at the University of Colorado-Denver where he has taught the graduate course "Financial Management & Hedging in the Global Energy Markets." At Texas Christian University, he is the TCU Energy Institute Distinguished Scholar and Expert in Energy Land Management and has taught advanced classes in land management and advanced classes for mineral and surface owners. He has also taught a variety of land and energy classes for the McGuire Energy Institute in the Cox School of Business of Southern Methodist University and for the American Association of Petroleum Landmen (AAPL) He has served as a Distinguished Visiting Scholar, Visiting Scholar, Post-Doctoral Fellow or Research Fellow at universities including Yale, Berkeley, Chicago, Duke and Vanderbilt. Dr. Fitzgerald is the author of Understanding and Negotiating the Oil & Gas Farmout Agreement and several "must have" texts soon to be published by the (AAPL), including Critical Title Issues, The Landman's Desk Book and Understanding and Negotiating the Oil and Gas Lease being co-authored with Ralph Cantafio.

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Ralph A. Cantafio. Esq Shareholder Cantafio Hammond, P.C. as the managing shareholder of a ten-attorney law firm with offices in Steamboat Springs and Denver. Areas of specialties on Oil and Gas Law, mediation and arbitration of natural resources disputes; and commercial transactions.

Mr. Cantafio is a municipal court judge for the town of Oak Creek, CO. He is an adjunct professor at Colorado Mountain College, Steambout, Spring responsible for teaching Legal Environment of Business.

He is a lecturer at the University of Colorado, Denver, CO . where he is a member of the faculty in Global Energy management ("GEM") Program. He teaches Environmental, Regulatory, Legal and Political Environment of the Energy Industry and Energy Law: Property, Contracts and Transactional. He is a Lecturer for Corporate Partner Solutions (CPS) teaching Nigerian Energy Professional and natural resources professional focusing on International Oil and Gas contracts, petroleum Economics, Unitization and Energy law management.

Attorney at McGill professional law corporation, Steambout, Springs, CO. as an associate of a four-attorney general practice, where his case load emphasize civil and criminal litigations.

Mr. Cantafio is also a Central Pennsylvania Legal Services, Lebanon, PA sole Attorney in an office responsible for servicing a county of 100,000 residents. His caseload includes advocacy in the areas of domestic relations, landlord and tenant, public housing, public assistance, social security, foreclosure, bankruptcy, consumer affairs, and unemployment compensation.

Mr. Michael Garcia has a degree in Environmental Chemistry from Texas A&M University, Corpus Christi, Texas, USA. He currently teaches chemistry and physics. Mr. Garcia has four years of service under his belt, with the US Army's Space & Missile Defense Command. During his time in the army, he achieved the ranks of SSMA/ FDMA Communications NCO. Additionally, Mr. Garcia has worked for TAMU-CC as a Department of Homeland Security Research Assistant at the Physics department.

with fortune 500 industries inclusive, in both North America and Europe.

Stephen Charles Hunt graduated from the U.S. Coast Guard Academy with a Bachelor of Science degree in Ocean Engineering with an emphasis in Marine Engineering. He also acquired his Masters of Science degree in Chemical Engineering from the University of Virginia Chemical Engineering Department. Mr. Steven was also the U.S representative to the Carriage of Dangerous Goods Subcommittee's Working Group on Portable Tanks. Mr. Hunt has conducted hundreds of hazardous materials transportation workshops and seminars. Additionally, he has trained hundreds of companies to comply with the Hazardous Materials Regulations. Mr. Steven was also an IICL Certified Container and Chassis Inspector.

Mr. Frank Horak is a graduate of the University of Texas in Austin, TX, USA, with a bachelor's degree in Engineering Management and MBA in Finance. He served as a Financial Consultant at Anderson Consulting, LLP and Regional Consulting Manager at Alexander Grant, LLP. Additionally, Mr. Horak has worked for the Attorney General's Office and the U.S. Departments of Justice, Defense and Energy as a Special Consultant and Litigation Expert. His has a comprehensive valuation experience that spans from his time at MIT, Small Business Administration-Dallas, TX and Department of Justice in Washington D.C.

Mr. Tony Wood has a diverse career in the fields of environmental and engineering services. He has over 30 years of professional and executive positional in the environmental industry including consulting, business development, safety and training. Mr. Wood's has provided consulting services for a variety of industrial waste and recycling companies,

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Mr Ian Moscoso is currently a bilingual safety and Haz-Mat Instructor and has been with NSCS since 2010. He served as a Senior Safety Officer and Planning Section Officer during the oil spill in the Gulf of Mexico in Mississippi & Louisiana in 2010, respectively. Mr. Moscoso also serves as a United Nations Consultant for multiple projects in Peru, Brazil Costa Rica and Panama. He has been a CERT training instructor for the City of Houston and Harris County. Additionally, he is a thoroughly trained firefighter and instructor.

Mr. Andrew R. Thomas administers the EPC. He has worked in the Energy business for over 30years as a Scientist and an Attorney. His principal areas of research include Oil and Gas, electricity and the Energy/Water nexus. Mr. Thomas teaches courses on Energy Law at Cleveland State University and Internationally at various locations. Prior to working at Cleveland State, Mr. Thomas worked for Shell Oil Company as a geophysicist ad in private practice as an Attorney.

Dr. Stephen Barnes is currently an Adjunct Chemistry Professor at TAMU-Corpus Christi as well as an instructor for the National Spill Control School. He has worked for numerous prestigious facilities and organizations, including Los Alamos Laboratories at the Nuclear Research Division and Ohmsett Training Facility. Security Research Assistant at the Physics department.

Mr. Ted T. Landgraf is the Chief Executive Officer Above the Standard Procurement Group®, Inc. Author "Steps for Success". Two timer for International Who's Who Entrepreneurs Trained and mentored thousands of people and organizations globally

Top 1 percent in BP School of Management Top 3 percent in Exxon CORS Training Worldwide Who's Who Procurement Excellence Experienced Global Executive, CEO, Change Leader Budget $100M+ to billions Team creation Expert.

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Mr. David Jensen has been in the field of hazardous materials and oil spill prevention and response since 1974. He is a graduate of Texas A&M University, Kingsville, Texas, USA, with a Bachelor's and Master's degrees in Biology. Mr. Jensen played an integral role in the Deepwater Horizon clean-up and Vessels of Opportunity training effort in Mississippi and Alabama, respectively. His experience with numerous spills in various countries and terrains are of great value to the NSCS.

Dr Njideka Kelly is a results-oriented professional with over 15 years of progressive leadership experience in adult teaching/training fields, journalism, social services, community services, as well as in office and administrative support. Her core qualifications include:

- Proficiency in Learning Management Systems (LMS)
- Staff development and training
- Curriculum development
- Change management and Skilled negotiator
- Policy/Program development
- Cross-functional team management
- Responsible for organizing conferences including securing speakers and delegates from different parts of the globe.
- Developed curriculum and facilitated leadership training courses for mid-high level managers

Lisha Conny is a Specialist consulting on business technology solutions to the following vertical markets; Legal, Finance, Hospitality, Retail, Faith-based, and Professional Services. Work with businesses on how to leverage technology to achieve strategic goals by accomplishing business and operations objectives through integrating Technology, IT Services, and Information Management. Consult and advise on reducing expenses and increasing efficiency by implementation of; specifically, and not limited to; hardware, software, automated workflow, print mgt, business process automation, mobility, cloud services, application development, security & compliance, and also eDiscovery for litigation.

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NEW CERTIFICATION COURSES

COURSE OVERVIEW

This course develops capability, at a skill level, in the design and drilling operations in deepwater wells. It is designed to give drilling engineering professionals an understanding of the technology, processes, and equipment used to drill deepwater oil and gas wells. The course will follow a typical deepwater drilling program and drilling process from geology setting, through metocean environment, station- keeping, rig selection, conductor driving, surface casing setting, to drilling the remainder of the well. Wellhead systems, BOP, and marine riser systems for typical deepwater MODUs will be covered.

COURSE OBJECTIVE

- Deepwater Platforms, Floating Drilling Vessels, Types of Motion, Station Keeping Wellheads and BOP's, Drilling Risers, Motion Compensation,
- Special Problems in Floating Drilling, Shallow Water Flows, Dual Gradient Drilling, Deepwater Drilling Fluid
- Drilling Hydraulics, High Pressure Risers, Pore Pressure and Fracture Pressure Prediction
- Deepwater Casing Design and Running Procedures, Deepwater Cementing, Deepwater Well Control.

WHO SHOULD ATTEND?

- Operator drilling manager,
- Drilling superintendent,
- Drilling engineers,
- Drilling supervisors
- Other interested disciplines
- Drilling contractor and service company personnel

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MANAGING THE PETROLEUM BUSINESS IN TODAY'S WORLD

COURSE OVERVIEW

This course is designed to help delegates become knowledgeable managers in a position to advise how best a company can move forward in a particular aspect of the business. A management programme will see you learn about topics such as accounting, economics and law within modules on logistics, project management and strategic management. As the energy sector faces new challenges due to climate change and stiff competition from rival firms, the need for competent and informed management staff is crucial.

COURSE OBJECTIVE

•The historical, geopolitical and economic framework to the modern world of international petroleum
•Major legal and technical issues for the twenty-first century: Host Communities, Native Title and Petroleum Licensing and the impact of the Islamic (Sharia) Law on the international trade in oil and gas (arbitration, Islamic economics, the ownership of oil and gas, upstream contractual arrangements- the buy-back agreement, interest and cost recovery, petroleum taxation)
• The modern world of energy...world populations trends, petroleum reserves and the coming world energy picture. The big trading blocs the EU, NAFTA and the countries of Asia. The Circum-Mediterranean oil and gas trade and the world pricing of energy.
• The contractual treatment of natural gas exploration and production projects, contracts in producing acreage
• New legal, banking and financing issues in modern petroleum agreements
• The State Oil Company.

WHO SHOULD ATTEND?

Petroleum E and P specialists and negotiators in the Host Governments, in the Ministry of Oil and Gas and in the Petroleum Licensing and Monitoring Unit, technical specialists in G and G and engineering in the International Oil Companies, the IOCs, and in their New Ventures Groups, in the international and multi-lateral institutions such as banks, law practices.

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COURSE OVERVIEW

International petroleum agreements (IPAs) have structures that are well-established yet strongly influenced by changes in political relationships and markets. The large swings of oil prices in recent years and the related pressures on existing agreements call attention to the need for IPAs to be flexible if not fundamentally changed. modern IPAs are generally either production-sharing contracts or modernized concession agreements—with more host-country (HC) control over petroleum operations and state participation—although risk service contracts also exist on a more limited scale. Those structures have evolved both to accommodate the political ambitions of HC governments and to adapt to gyrations in the price of oil. In years of oil scarcity and high prices (particularly in 1979 and 1980), international oil companies (IOCs) competed fiercely among themselves and were forced to accept very harsh terms, even on marginally attractive prospects

COURSE OBJECTIVE

- Overview of the International Oil and Gas Business Today
- The Exploration and Field Development Process
- Overview of Upstream Host Government Agreements
- Negotiation Process
- Exploration Project Investment Analysis
- Review, Discussion and Analysis of Recent Production Sharing Contracts
- Review, Discussion and Analysis of Recent Risk Service Contracts
- Review, Discussion of Joint Operating Agreements
- Project work and action guidelines.

WHO SHOULD ATTEND?

Officials and managers of Government, national and multinational oil and gas companies and business development specialists with operating companies, lawyers and accountants who practice in these areas, petroleum managers, especially those without a legal background, managers responsible for implementing agreements in the upstream international oil and gas industry.

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OIL AND GAS PROJECT MANAGEMENT COURSE OVERVIEW

This course is aimed at working professionals eager to develop globally sought-after strategic project management skills for the oil and gas industry. The training's blend of academic theory and real-life case studies will enable you to perform as a highly effective project leader in the oil, gas and energy sectors. You will gain a firm grasp of the international economic structure of these sectors and of the intricacies associated with the sourcing and distribution of energy. Delegates will gain a thorough understanding of the fundamentals of project management, ready to take on senior roles in the dynamic oil, gas and energy industries worldwide.

COURSE OBJECTIVE

- Project management and economics
- Project structuring and scheduling
- Project resources and procurement management
- Risk evaluation and management
- Project executing and reporting
- Resources smoothing
- Project simulation etc

WHO SHOULD ATTEND?

Director of Operations, Special Project Managers, Project Engineers, and Supervisors, Team Lead- ers, Pipeline and Structural Engineers, Petroleum Engineers, Flow Station Managers and Instrumentation Engineers etc.

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NEW CERTIFICATION COURSES

OIL AND GAS ECONOMICS AND RISK

COURSE OVERVIEW

The course is designed for staff working in geoscience, engineering, finance, or commercial departments of oil and gas companies, or companies which supply finance or services to the oil and gas industry. The course will provide a structured approach to defining and analyzing petroleum risks in the upstream business.

COURSE OBJECTIVE

- Overview of Nigerian oil and gas sector
- Project economics and analysis
- Measures of profitability
- Analysis of petroleum investments
- Investment risk and uncertainties
- Quantifying investment risks
- Monte Carlo simulation techniques
- Local content development and investment benefits
- Investment strategies, etc.

WHO SHOULD ATTEND?

Senior Executives, Engineers, Geoscientists, Planning and Investment Analysts, Accountants, Project Mangers, Investment Team Leaders, Top Government Functionaries from the Energy and Petroleum Ministries, etc.

Corporate Partner Solutions

NEW CERTIFICATION COURSES

PETROLEUM ECONOMICS & RISK MANAGEMEN

COURSE OVERVIEW

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COURSE OBJECTIVE

- Overview of Nigerian oil and gas sector
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- Measures of profitability
- Analysis of petroleum investments
- Investment risk and uncertainties
- Quantifying investment risks
- Monte Carlo simulation techniques
- Local content development and investment benefits
- Investment strategies etc.

Explorationists and petroleum/reservoir engineers, Asset managers, project managers and facilities engineers, Information systems managers and project leaders, Management accountants, finance and contracts specialists, Government and advisory executives, Service/supplier company personnel.

Corporate Partner Solutions

NEW CERTIFICATION COURSES

PETROLEUM ECONOMICS, FISCAL MODELLING & RISK ANALYSIS

This course introduces participants to the various and currently practiced petroleum fiscal systems and their valuation techniques. Delegates are also given practical guidance on the valuation of the different contracts and economic analysis of oil and gas development projects (within these fiscal environments) with special emphasis on Royalty-Tax systems and Production Sharing Contract PSC's. The course also introduces participants to the concept and techniques of uncertainty and risk analysis as they apply to oil and gas development investment decisions. Participants will gain and demonstrate understanding of, and acquire the skills for evaluating upstream petroleum assets, including the derivation of economic decision indicators and risk analysis to aid economic decisions on oil and gas field development within Production Sharing Agreement (PSA) and Royalty-Tax (R- T) regimes.

COURSE OBJECTIVE

- Perform PSC and R-T economic analysis for petroleum development projects
- Value and model production of oil and gas
- Quantify cashflow risk and uncertainty through decision analysis and sensitivity analysis
- Project cash flows from oil and gas development projects and derive decision metrics to support oilfield developments FID's
- Model Rate of Return and R-Factor petroleum fiscal contracts and capture its impacts on contractor and host government returns from oil and gas development projects.

WHO SHOULD ATTEND?

This course is recommended for junior, middle-level and senior employees of upstream oil and gas companies. Geologists, Accountants, Engineers, Economists, Technicians who wish to acquire an understanding of the fiscal regimes of upstream petroleum operations and learn how to perform economic evaluation of oil and gas development projects will also benefit a great deal from this course. Graduates who wish to take up an entry level petroleum economist or fiscal modeler job in the oil and gas industry will benefit from the course.

- Perform PSC and R-T economic analysis for petroleum development projects
- Value and model production of oil and gas
- Quantify cashflow risk and uncertainty through decision analysis and sensitivity analysis
- Project cash flows from oil and gas development projects and derive decision metrics to Support oilfield developments FID's

- Model Rate of Return and R-Factor petroleum fiscal contracts and capture its impacts on contractor and host government return from oil and gas development projects.

Corporate Partner Solutions

NEW CERTIFICATION COURSES

FUNDAMENTALS OF THE OIL AND GAS INDUSTRY

COURSE OVERVIEW

Understand the energy value chain from upstream exploration to downstream sales. This course provides a comprehensive overview of the oil and gas industry from upstream exploration and production to downstream refining, sales and marketing. Under the guidance of our expert course faculty, participants will gain an appreciation of industry dynamics and the key issues affecting its development and future. This course will provide a thorough foundation for understanding the changing industry dynamics. Participants will enjoy a hands-on experience through a variety of individual and team exercises, with the opportunity to exchange views with a diverse group of industry peers.

COURSE OBJECTIVE

- Oil and gas formation
- Oil and gas contracts and economics
- The role of government and its agencies
- The technological process of exploration
- The technological process of drilling
- The technological process of production
- Oil and gas markets and futures
- Petroleum Refining and Petrochemicals

WHO SHOULD ATTEND?

For newcomers to the industry and non-technical personnel working in areas like HR, finance, IT, contracts, and administration who feel they could benefit from gaining a wider appreciation of the "big picture".

NEW CERTIFICATION COURSES

COURSE OVERVIEW

This course is intended to introduce the participant to the process of making decisions regarding equipment maintenance optimization including equipment replacement. Various optimization techniques will be presented, and the optimization criteria explained. The course will include several workshops with case studies and real-world problems to be solved. This will enable all participants to actively take part in the team work and classroom discussions.

COURSE OBJECTIVE

- Understand the importance of Physical Asset Management
- Identify the modes of equipment failures, and the impact on plant reliability
- Understand the cost-effectiveness of Preventive/Predictive Maintenance program
- Apply techniques of optimization of various maintenance activities
- Define criteria for work-crew size, spare parts and equipment replacement
- Make the important decision on the basis of the cost and benefit analysis
- Incorporate safety objectives to the equipment repair or replacement optimization

WHO SHOULD ATTEND?

- Technical section professionals
- Professional staff in production
- Mechanical maintenance professionals
- Reliability engineers
- Process and chemical technicians and engineers
- Professionals of Plant operations.

Corporate Partner Solutions

CYCLE COST OF EQUIPMENT

COURSE OVERVIEW

Maintenance & Reliability Best Practices are critical for every successful individual and company. This training seminar delivers many practical and new Maintenance and Reliability Best Practices concepts and tools. You will discuss these concepts and practice using practical tools in case studies and discussion groups.

The costs associated with equipment downtime and reduced production can be significant. Learning how to effectively manage all aspects of your industrial facility is a must.

This training seminar is a combination of instructor-led topic areas and class discussions. Interactive discussions will allow you to hear and learn best in class applications relating to maintenance planning and cost management strategies. You will have the opportunity to ask lots of questions in order to consider how best to apply these tools and techniques in your organization.

- Maintenance best practice improves competitive position
- Initiatives such as Six Sigma & Lean depend on reliable equipment
- Technical and people aspects are fully covered
- Hard and soft copy of practical improvement tools are provided
- Important points are reinforced by workshop sessions

COURSE OBJECTIVE

- Evaluate and justify your maintenance programs using Value = Benefit - Cost
- Apply Life Cycle cost and risk planning to your facility assets
- Target Maintainability and/or Reliability in the development of your facility maintenance plans
- Learn the PLAN, DO, REVIEW cycle of continuous improvement
- Apply the theory of this session using practical case studies
- Practice using improvement technique.

WHO SHOULD ATTEND?

It is highly recommended that all Maintenance, Reliability, Engineering and technical support staff including leadership and management attend this training course.

- Planners
- Maintenance Supervisors
- Engineers
- Crafts and Tradesmen
- Reliability Engineers
- Operations Supervisor.

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ENGINEERING COURSES

INTRODUCTION TO RESERVOIR ENGINEERING

COURSE OVERVIEW

This course will introduce participants to the basics of reservoir engineering. It will cover the role of reservoir engineers in exploration and production. Participants will also learn about fluid and rock properties used in reservoir engineering applications and the fundamental concepts of fluid flow in porous media. Multiphase situations, types of oil and gas reservoirs, reservoir drive mechanisms, the basics of material balance and decline curve analysis, and reserve definitions will also be discussed.

COURSE OBJECTIVE

Other important concepts that will be covered include:

- the reservoir life cycle,
- reservoir environment and formation properties,
- Darcy's Law, and
- API correlations.

By the end of the course, participants will have gained a foundational understanding of reservoir engineering that they can use while moving forward in their training.

WHO SHOULD ATTEND?

Individuals who are training to become engineers, geologists, or geophysicists.

ENGINEERING COURSES

COURSE OVERVIEW

This course applies fundamental electrical engineering principles to oil and gas facilities. The course is designed for Facilities Engineers who interface with electrical systems, and provides practical insight and development of new Facilities Electrical Engineers. Through the use of individual and group problem solving, attendees will learn about power transformers, motors, generators, one- line diagram interpretation, protection and coordination of electrical equipment, site and standby generation, electrical safety, and hazardous areas identification. Participants will gain a better understanding of electrical power systems in oil and gas facilities.

Course Content Includes:

• Fundamentals of insulation and conduction • Direct current, alternating current • Transformers power and instrument • Motors Induction and synchronous • Power distribution • System protection and coordination • Standby power systems • Power generation • Variable speed drive principles • Grounding, bonding, and electrical safety. Hazardous area identification.

COURSE OBJECTIVE

- The key components of facilities electrical power distribution which include circuit arrangements, low and medium voltage, switchgear and single-phase and three phase schemes
- Operation, components, electromotive forces, turns and voltage ratios, losses, efficiency, rating, and connections of transformers
- The difference between direct current, induction and synchronous current motors, motor enclosures, and how to select motors
- The principles of protecting
- What power factor and correction is
- What grounding and bonding systems are, with an overview of ignition sources, separately derived systems, and substation grounding
- Hazardous area identification principles with general information on NEC, IEC, equipment protection, certification, and definitions

WHO SHOULD ATTEND?

Those facilities personnel who interface with facility electrical power systems, including project engineers, operation leads, instrumentation, controls personnel, and electrical engineers who are new to electrical power systems within oil and gas facilities.

Corporate Partner Solutions

ENGINEERING COURSES

FACILITIES - DESIGN, CONSTRUCTION AND OPERATIONS

COURSE OVERVIEW

Successful onshore pipeline businesses require personnel competent in fully integrated approaches to evaluation, planning, design, construction, operations, and asset integrity management. This intensive, five day Foundation level course explores best practices for developing and maintaining pipeline systems that maximize life cycle reliability, employee, public, and environmental safety, and cost effectiveness. Design and operating exercises are an integral part of this course.

Course Content Includes:
Regulations and code compliance requirements • Pipeline survey and routing • Proper system sizing and design • Equipment selection criteria • Facilities sites and design concern • Construction methods and contracting approaches • Operation and asset integrity management, including Pipeline Safety Management initiative (API1173).

COURSE OBJECTIVE

•Apply regulatory codes, standards, and industry guidelines (API and others) that control and guide the permitting, design, construction, operation, and maintenance of pipeline facilities
•Apply mechanical and physical principles to pipeline design, hydraulics, and material selection
• Describe the importance of route selection, hydraulics, and pipeline infrastructure for long term
profitability, reliability, and safety
• Identify special design and construction challenges of onshore pipeline systems
•Identify the principle interfaces and potential interrelationships of pipeline facilities, such as pump stations and terminals, on design and operations
• Apply operational and maintenance tools and procedures to pipeline systems, including system
monitoring and control, leak detection, custody measurement and quality control, asset integrity
management, efficient and safe operations, and emergency response capability

Corporate Partner Solutions

ENGINEERING COURSES

WHO SHOULD ATTEND?

Pipeline project managers and engineers, operations and maintenance supervisors, regulatory compliance personal and other technical professionals with 1-3 years' experience in natural gas, crude oil, refined petroleum products, LPGs, NGL, chemical, carbon dioxide pipeline engineering, construction, operations, maintenance. This course is intended for participants needing a broad understanding of the planning, development, construction, start -up, and operating and asset integrity management of onshore pipelines.

Corporate Partner Solutions

ENGINEERING COURSES

TERMINALS AND STORAGE FACILITIES

COURSE OVERVIEW

This five-day foundation level course reviews key issues associated with development, design, construction, and operation of terminals and storage facilities for liquid hydrocarbons and NGLs. The course focuses on six areas: 1) terminal codes and siting constraints, 2) terminal design and equipment layout, 3) types of storage and selection criteria, 4) design considerations for loading racks, fire protection, vapor recovery, blending equipment, and water treatment, 5) detailed design of storage tanks, vessels, and caverns, and 6) operations and maintenance. Safety, quality control, system reliability, systems • Blending options and equipment, VRU/VCU, water treating, and fire protection • Key factors affecting safety, product quality, system reliability, and profitability in design, construction, and operations • Atmospheric storage tank design, layout, construction, corrosion prevention, and operations covering API 650 and API 653 • Overview of pressure vessel and sphere design and construction • Design, development, and operation of underground cavern storage facilities.

COURSE OBJECTIVES

- Storage and terminals basics for hydrocarbon liquids, NGLs, and petrochemical feedstocks
- Design and operation of atmospheric tanks and pressurized bullets and sphere
- Fundamentals of underground storage (salt and rock caverns)
- Safety, product quality, and reliability/availability concerns

WHO SHOULD ATTEND?

Project managers, engineers, operations and maintenance supervisors, and regulatory compliance personnel with 1–3 years' experience in planning, engineering, constructing and/or operating terminals and storage facilities for hydrocarbon liquids, NGLs, and petrochemical feedstocks. This course is for participants needing a foundation level understanding of the planning, engineering, construction, operations, and maintenance of storage and terminals connected to pipelines, rail, barges/tankers and/or truck loading facilities.

Corporate Partner Solutions

ENGINEERING COURSES

SURFACE WATER MANAGEMENT IN UNCONVENTIONAL RESOURCE PLAYS

COURSE OVERVIEW

In order to establish and implement an optimized water management plan for hydraulic fracturing operations, operators and service companies need an understanding of a broad array of subjects, including water chemistry, systems modeling, water treatment technology, the regulatory landscape, and best practices for field operations. This course first establishes a foundation of knowledge regarding water awareness, water chemistry, fluid dynamics, and water analysis tools. Upon this foundation the course will build a model for optimizing water management in support of hydraulic fracturing operations, providing reviews of best practices and the latest industry technology, while always considering key stakeholders.

Course Content includes:

Global water awareness and the oil and gas industry's impact • Flowback and produced fluid • Basic water chemistry focused on oilfield concerns • Water quality considerations for hydraulic fracturing operations • Water sampling and analysis, in the field and in the lab • Water treatment for reuse and recycling programs • Acquisition, storage, transportation, disposal, and treatment of water • Holistic field water management • Regulations applicable to water management • Water management system cost modeling.

COURSE OBJECTIVE

- Design and implement a water management plan for an unconventional resource play
- Assess the regional hydrological cycle in the operational area
- Adopt emerging best practices regarding water management
- Establish a water sampling and analysis program
- Design and run a water treatment technology pilot test
- Find the lowest cost solution for sourcing fluid for hydraulic fracturing operations
- Select a water treatment technology for a project
- Manage the primary service/equipment providers critical to water management
- Establish basic water quality requirements necessary for frac fluid
- Build a water management plan that complies with regulations
- Build a water management cost model to use as a tool to optimize a water management plan

WHO SHOULD ATTEND?

Production, completion, operations, and surface facilities engineers; operations managers, logistics coordinators, field superintendents; all personnel involved in establishing, improving, or supervising the implementation of an organization's water management plan; personnel in service organizations seeking a more thorough understanding of the water system in unconventional resource plays.

ENGINEERING COURSES

OIL AND GAS PROCESSING FACILITIES FOR OPERATIONS AND MAINTENANCE

COURSE OVERVIEW

This course will provide the basic knowledge required for understanding processes and operating issues common to gas processing facilities. Course content is customizable to client needs. **Course Content** includes:

- Basic chemistry and physical principles related to hydrocarbons
- Quick overview of gas processing
- Phase behavior fundamentals
- Mass transfer operations
- Amine gas sweetening
- Water-hydrocarbon behavior, including hydrate formation
- TEG gas dehydration
- Solid bed absorbers
- Mechanical refrigeration
- Gas expansion NGL recovery (turbo expanders and Joule-Thompson effect)
- NGL stabilization and fractionation
- Claus sulfur recovery
- Specific to Geographical Regions:

• Stavanger/Aberdeen - Typical North Sea oil and gas producing operations, produced water treating, seawater treating, and other offshore topics of general interest

COURSE OBJECTIVE

- About the effects of produced fluid (OGW) compositions on facility design and operation
- About various separation and conditioning processes for meeting specifications on oil, gas, and produced water streams.
- Refrigeration 4-cycle process and application of economizers to the refrigeration process.
- To understand how to operate facilities so as to minimize processing costs.
- How to apply course material to troubleshooting gas conditioning and process anomalies.

WHO SHOULD ATTEND?

Facility operators who require a working knowledge of the various processes used in production fluid conditioning and processing, including the common operational difficulties that may arise and operational tactics used to resolve them. Also suitable for maintenance technicians, supervisors, and managers, as well as other non-engineering personnel who would benefit in an understanding of gas processing techniques that can be applied in their daily work activities

Corporate Partner Solutions

ENGINEERING COURSES

ENGINEERING DECISION-MAKING IN A GLOBAL ECONOMY

COURSE OVERVIEW

This course shows how economic considerations are used, not only to decide whether to pursue a project or course of action, but to make design decisions regarding how and at what quantitative level to proceed in a real, uncertain world where inflation, rates of exchange variations, regulatory and tax issues, financing options, etc., are always in flux. Simple and practical guides for such decision-making are emphasized. Gain a new understanding of how the quest for the expectation of more and more economic values essentially defines the key decision parameters in any design or procedure.
The course makes liberal use of example applications of optimum economic designs in a wide array of technical areas; example applications for specific technical areas can be prepared for a focused group of delegates.

COURSE OBJECTIVE

- Cash Flows and Project Economic Performance
- Loans, Leveraging and Joint Ventures
- Inflation and International Rates of Exchange
- Examples of Real World Project's Economic Outcomes: Large and Small Projects
- Handling Uncertainties When Making Estimates or Buying/Selling
- Total Technical Project Designs to Maximize Net Economic Value Expectations

WHO SHOULD ATTEND?

Engineers, mathematicians, business people and scientists involved with technical decision-making in an economic world

Corporate Partner Solutions

ENGINEERING COURSES

INSTRUMENTATION AND CONTROLS FUNDAMENTALS FOR FACILITIES ENGINEERS

COURSE OVERVIEW

This course applies fundamental instrumentation and control engineering principles to oil and gas facilities design and operation, and is designed to accelerate the development of new facilities Instrumentation and Control Engineers. Through the use of individual and group problem solving, attendees will learn about field measurement devices, final elements and actuators, pressure relief and regulation, documentation, programmable logic controllers, power supplies, SCADA, DCS, SIS, hazardous areas, and installation methods.
Course Content includes: Control system fundamentals • Field measurement devices • Control and shutdown valves • Programmable electronic systems (PLC, DCS, SIS, SCADA). Control system networking.

COURSE OBJECTIVE

- Field measurement devices including level, pressure, temperature, and flow
- Final elements and actuators including control loops, control valves, shutdown valves, actuators, and transducers.
- P&ID symbols and instrument tags, loop and logic diagrams, Pitfalls and best practices, ISA symbology, and creation of instrument and I/O Lists
- Signal types and wiring requirements for analog/discrete inputs and outputs as well as other signals such as thermocouple, RTD, pulse, and digital
- Typical control system functions, limitations, and architectures for PLC and DCS systems including programming and ladder logic
- Process control basics with an emphasis on control loops, types, and configurations for common oil and gas process equipment such as separators, pumps, distillation towers, filters, contactors, compressors, heat exchangers, and fired heaters
- Understanding of the PID algorithm, loop tuning, and advanced process control techniques such as feed forward, cascade, selective, and ratio control
- Supervisory Control and Data Acquisition (SCADA) Systems to include telemetry, RTUs, internet, and web based
- Common networking systems including Ethernet, Modbus, and Fieldbus
- Risk mitigation, technologies, and architecture of Safety Instrumented Systems (SIS)
- The best practices for hazardous areas and equipment selection

WHO SHOULD ATTEND?

Corporate Partner Solutions

ENGINEERING COURSES

INSTRUMENTATION AND CONTROLS FUNDAMENTALS FOR FACILITIES ENGINEERS

Facilities and project engineers as well as newly graduated electrical, controls and instrument engineers (0-5 yrs.) with a need to improve basic understanding of instrumentation and control systems within oil and gas facilities.

Corporate Partner Solutions

ENGINEERING COURSES

PETROLEUM ENGINEERING PRACTICES (LOCAL)

COURSE OVERVIEW

This course is a basic introduction to most aspects of the Petroleum Engineering discipline, which includes reservoir, production, and drilling engineering as well as related topics. This course lays the groundwork for further specialized training in advanced courses for oil company and service company personnel. The course focuses on the field and application approach and includes classroom exercises, fundamental engineering problems, and basic field exercises. Basic Petroleum Engineering Practices will set the foundation for technical professionals with regards to technology and its engineering applications.

COURSE OBJECTIVE

The course starts out with a brief introduction of the history and current state of the oil and gas industry. Next, reservoir fluids, petroleum geology, and petroleum reservoirs are discussed. Then, various facets of exploration technology, drilling engineering and operations, well completion technology, and production technology are covered before finishing with surface processing of produced fluids

WHO SHOULD ATTEND?

Engineers, engineering trainees, technical managers and assistants, technicians, geologists, geophysicists, chemists, physicists, service company personnel, sales representatives, and data processing personnel.

ENIRONMENTAL SAFETY

EMERGENCY AND DISASTER MANAGEMENT IN OIL AND GAS

COURSE OVERVIEW

Emergency response situations in the Oil & Gas industry are fast moving, often dangerous and can be chaotic. To avoid the latter, attendance on this course is essential. The range of potential incidents and emergencies which could affect, disrupt, or stress production are increasing. If managed correctly then not all these incidents will be critical or could be classed as a crisis, but those which result in significant losses, or put increased demand on the organization will have serious consequences for the company, the company's stakeholders, the country and the reputation of all those involved in the response. This course will teach you that meeting the commitment involves more than just being fully prepared.

COURSE OBJECTIVE

- Understand the attributes between Incidents, Emergencies and Crisis in the industry
- Develop methods on how to avoid unnecessary escalation & how to design command & control response to each scenario
- Learn how to enhance on-scene leadership capabilities and techniques
- Apply best practice in organizing Emergency Communications Centre (ECC), Emergency Response (ERT) and Crisis Management Teams (CMT) to their best advantage
- Analyse the importance of human factor, the means to ensure the best psychological readiness, resource allocation, deployment, discipline and leadership.

WHO SHOULD ATTEND?

The advanced nature of this course will prove beneficial to the Oil & Gas industry particularly those with responsibility for either planning for or responding to incidents, emergencies and crises across the complete management spectrum.

This course is suitable to a wide range of professionals but will greatly benefit:

- Ministry or Government Regulators
- Fire, Safety and Security Professionals
- Operation, Asset and Facility Professionals
- Risk, Marketing and Insurance Professionals
- Designated Incident, Emergency and Crisis Response Professionals
- Line Managers and Supervisors and other professionals wishing to appraise their comprehension of Emergency Response.

Corporate Partner Solutions

ENIRONMENTAL SAFETY

HAZARDOUS WASTE MANAGEMENT

COURSE OVERVIEW

Improper storage of hazardous chemicals- both products and wastes-incompatible inspection of containment materials, using hazardous products when non-hazardous products are available and inadequate training of staff are some of the leading causes of environmental contamination.
Contamination can come in many forms- Some examples of contamination are ground and surface water, land, air, radioactive, food, noise, molds, odor, construction, vibration, etc. and invariably,
if these contaminants are not properly dealt with, will result in pollution and in certain situations serious health problems.
This five-day course will give some details on these various types of contaminants and the new frontiers in eliminating or minimizing these contaminants, the use of effective non-hazardous products in your company and also environmentally acceptable methods of disposal for both hazardous and non-hazardous wastes.

COURSE OBJECTIVE

•Learn about the various types of contamination and which ones are more applicable to your company.
•Encourage and facilitate dialogue with like-minded individuals on specific contamination issues of concern in their organizations and the opportunity to develop regional networks within the GCC area to address common concerns

- Learn about the relevant environmental treaties dealing with contamination and pollution
- Learn how to prioritize contamination problems in dealing with contamination and waste management issues in a logical sequence
- Show and emphasize the close relationship between human health and the environment that's
been directly affected by contamination
- Discussion of the current methodologies for the cleanup of contaminated soil, ground and surface water, air pollution, construction materials and radioactive materials.

WHO SHOULD ATTEND?

- Health & Safety and Environmental Professionals
- Staff responsible for managing hazardous wastes
- Staff responsible for contamination issues
- Laboratory Technicians
- Staff wishing to reduce risk and liability arising from polluting events
- Technical assistants and anyone who has a role to play in environmental matters of the Organization

Corporate Partner Solutions

ENIRONMENTAL SAFETY

HAZARDOUS WASTE MANAGEMENT

- Emergency Personnel

Corporate Partner Solutions

ENIRONMENTAL SAFETY

ENVIRONMENTAL AND OCCUPATIONAL SAFETY IN THE OIL AND GAS INDUSTRY

COURSE OVERVIEW

The taunt of 'Production versus Safety' has been with companies for many years. This barrier must be overcome. The Occupational Safety and Health Administration (OSHA), is one of the world's leading bodies in setting Health and Safety standards. As such, to be up to date and keenly proactive, these standards should be known and applied. Personnel working within these standards will improve performance and therefore make the company more profitable. The expectation that personnel will always apply these standards because they are part of the company's policies and procedures is optimistic. It is necessary from time to time to revisit and examine the standards in in order to both refresh and also to stimulate personnel for greater and more accurate application of the standards. This training course will review the major OSHA standards that are applicable to
both high hazard plants as well as more general industrial (but widely applicable) standards. Course content include The OSHA Act and the OSHA's Safety and Health Program Management Guidelines, Process Safety Management of Highly Hazardous Chemicals standard(29 CFR 1910.119), Permit- required confined spaces 19 CFR 1910.146 and HazCom 2012 (29 CFR 1910.200).

COURSE OBJECTIVE

- Understand the basis of the OSHA law
- Creating a better Safety program
- Analysing Process Safety management
- Applying best practice for confined space entry
- Evaluating chemical hazard controls (HazCom 2012)

At the end of this training course, you will learn to:

- Determine the effectiveness of safety management
- Support your recommendations for improvement of process safety management
- Develop safe systems of work for confined space entry
- Understand the basis of HAZOP studies
- Explain the need for review of standard operating procedures
- Analyse management of change

WHO SHOULD ATTEND?

This training course is suitable to a wide range of Oil and Gas professionals but will greatly benefit:

- Process Engineers
- Maintenance Engineers
- Team Leaders

- Shift Managers
- Health and Safety personnel

Corporate Partner Solutions

ENIRONMENTAL SAFETY

ENVIRONMENTAL PROTECTION AND OCCUPATIONAL HEALTH

COURSE OVERVIEW

This 5-day course provides a complete overview of this key management function. It provides maps for operating an award-winning company with respect to environment and the health of your employees.

MAJOR TOPICS COVERED

- Challenges
- Integrated ES&H
- Process Safety
- Pollution Prevention
- Waste Management
- Industry Psychology
- Self-Assessment
- Physical and Chemical Hazards
- Ergonomics
- Protective Gear
- Emergency Preparedness

WHO SHOULD ATTEND?

For Managers and associated personnel responsible for HSE in the company.

Corporate Partner Solutions

ENIRONMENTAL SAFETY

DEVELOPING AN EFFECTIVE SAFETY CULTURE

COURSE OVERVIEW

This highly-interactive training seminar will give you the skills and confidence to develop and sustain an effective safety culture that will enable your business to flourish. The seminar will provide delegates with a unique blend of proven management techniques and practical implementation to ensure a sustainable culture is achieved that will be a crucial aid to maximising business performance.

An effective safety culture is widely accepted as being the essential component of an organization's safety management system. Culture is to an organisation as personality is to an individual in that each individual has one and each organisation has one. A culture, just like a personality, is unique to each organisation however a culture can either be supportive and stimulating or, if not carefully developed, highly debilitating and destructive. This seminar will provide you with the all the necessary tools to create your own unique and effective safety culture that will empower your workforce. This course will highlight:

- The impact of an effective safety culture on achieving good safety management
- How to establish a safety culture and identify behavioural change improvement opportunities
- How to assess the safety culture of an organisation and the use of the HSE cultural change model
- The importance of human factors and the work of Taylor, Herzberg, McGregor and Maslow
- The business benefits of sustaining an effective safety culture.

COURSE OBJECTIVES

- Develop a clear understanding of human factors and their importance in developing an effective safety culture.
- Appreciate the elements of safety management systems and their purpose.
- Understand the consequences of behavioural acts and omissions as prime causes of accidents and adverse events.
- Understand how to develop a step-by-step safety cultural improvement programme within your own organisation.
- Develop skills for identifying, evaluating and implementing cost effective solutions for influencing behavioural change.

WHO SHOULD ATTEND?

- All line managers and supervisors
- Production and process engineers
- Maintenance personnel
- HSE personnel

- Human resources professionals
- Any other personnel who are involved in planning and implementing the organisation's HSE management system

Corporate Partner Solutions

ENIRONMENTAL SAFETY

ADVANCED SAFETY LEADERSHIP

COURSE OVERVIEW

Striving for safety excellence has to be every safety professional's endeavor and aspiration. This "must attend" advanced course will provide you with powerful tools that with effort will enable you to make an expeditious and comprehensive difference to your workplace's safety culture on returning to the organisation. A combination of advanced 'out-of-the-box' thinking, new human applications and psychology will transform how you view and approach your future safety climate assignments. If you are committed to safety excellence and you wish to be a world class agent for safety leadership then this Advanced Course is for you!

This course will feature the following:

- Safety Excellence, the ultimate (practically achievable?) objective to Zero
- Transactional, Transformational, Felt, Values-based Leadership
- Going beyond Behaviour-Based Safety (BBS)
- Advanced Accident Investigations & Reporting
- Actions, Beliefs & Consequences (ABC) - Safety Management Systems (SMS)
- Plan, Do, Check, Act (PDCA) cycle for continual improvement

COURSE OBJECTIVES

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

- Apply new leadership traits that can and will make the difference
- Understand Unsafe Acts v. Unsafe Conditions, so avoiding the 'Blame Game'
- Understand new and effective motivational and engagement techniques

Participants will also learn to develop their safety cultre as a person to person 'virus' under three interrelated aspects including:

- Psychological
- Behavioural
- Situational
- Enhance your Safety and Risk Management Leadership skills

WHO SHOULD ATTEND?

This Advanced Course is ideal to a wide range of professionals but will greatly benefit those persons responsible for leading safety within an organization at a global, regional or local level. Directors, Departmental heads, HSE managers and advisors. Those seeking new concepts in aiming for zero exposure to workplace accidents, incidents, illness and injuries. And others interested in developing safety leadership skills from tomorrow's best practices.

Corporate Partner Solutions

ENIRONMENTAL SAFETY

ENVIRONMENTAL MONITORING AND MODELLING

COURSE OVERVIEW

As concern grows for continually improving environmental performance and protecting the environment, organizations are increasingly turning their attention to the environmental impacts of their business activities, products, and services. The environmental performance of an organization is of importance to internal and external interested parties. Achieving sound environmental performance requires an organizational commitment to a systematic approach and, to continual improvement of an environmental management system (EMS).
The course provides delegates with an opportunity to gain skills and knowledge to build, implement and continually improve the performance of an Environmental Management System (EMS).

COURSE OBJECTIVES

Delegates will learn how to:

- Understand types of environmental aspects and their environmental impacts
- Understand requirements of newly revised ISO 14001:2015 standard
- Develop and implement an Environmental Management System (EMS)
- Plan for obtaining ISO 14001:2015 certification from a certifying authority
- Identify all waste stream types and opportunities for reducing costs of waste

WHO SHOULD ATTEND?

- All line managers, supervisors and those involved with environmental matters
- Production, maintenance and process engineers and all environmental personnel
- All personnel involved in purchasing and managing hazardous substances

Corporate Partner Solutions

ENIRONMENTAL SAFETY

SAFETY MANAGEMENT

COURSE OVERVIEW

This 5-day course provides the principles required to run a totally safe operation while keeping the operation profitable. There are "brute-force" methods, and then there are cost-effective management methods.

MAJOR TOPICS COVERED

- Hazard Classifications
- Risk Management
- Continuous Improvement
- Safety Hierarchy
- Accident Avoidance
- "Hidden" Disincentives
- Workplace Ergonomics
- Chemical Hazards
- Safety Gear
- Training
- Emergency Preparedness

WHO SHOULD ATTEND?

For Managers, Engineers and Supervisors responsible for safe conduct of our businesses.

Corporate Partner Solutions

ENIRONMENTAL SAFETY

APPLIED OCCUPATIONAL HEALTH AND INDUSTRIAL HYGIENE (OH & IH)

COURSE OVERVIEW

This richly-blended course, led by an occupational health practitioner, builds practical experience for the oilfield, and adds new skills to allow participants to apply occupational health (OH) and industrial hygiene (IH) techniques in their workplaces. It includes short, punchy tutorials followed by many application exercises in our fictitious, but highly realistic Petros Barola case study. This has been used by thousands of energy-sector HSE specialists to develop their skills.

In this class, Petros Projects Ltd requires your assistance to develop OH and IH systems for a new major project. This includes the construction of a large solar array and a gas-fired power plant, and the closure and decommissioning of an old coal-fired plant. Works require 120 local and 480 non- native workers residing in temporary camps for three years.

Course Content includes

Health risk assessment • Health impact assessment • Human factors engineering (HFE) • Ergonomics • Health and medical emergency facilities • Fitness for duty • Food and water hygiene • Thermal extremes • Medical surveillance • Industrial hygiene • Psychological agents and social impacts.

COURSE OBJECTIVES

- Implement hazard (or stressor) characterization, exposure assessment, and exposure controls

Effectively embed health risk assessment (HRA) and health impact assessment (HIA) into HSE management systems

- Embed the Human Factors Engineering (HFE) process into projects
- Predict, explain, and interpret adverse ergonomic health effects to workers
- Identify potential medical emergencies and develop medical emergency response (MER) plans
- Evaluate fitness for duty (FFD) good practices (including implementation of drug and alcohol policies)
- Possible causes of ill-health hazards during the food handling cycle, the origins of water borne health hazards, and preparation of preventive and corrective actions
- Implement procedures to prevent and respond to the impacts of thermal extremes Describe the procedures and monitoring required for IH including noise, vibration, chemical, and biological agents, ionizing and non-ionizing radiation
- Procedures to identify and reduce risk of psycho/social agents

WHO SHOULD ATTEND?

For HSE specialists and others with responsibilities for specifying and implementing OH and IH programs. Some prior knowledge of health-related topics is desirable.

Corporate Partner Solutions

ENIRONMENTAL SAFETY

ENVIRONMENTAL MANAGEMENT IN THE OIL FIELD

COURSE OVERVIEW

This course is taught by an environmental professional who understands bottom line profitability. You find out how much can be done without sacrificing economic productivity.
The course covers risk assessment, practice planning, and effective integration of environmental protection and maintenance of production. You learn site assessment, all about habitats of species, and compliance requirements. Get details on hazard identification, workplace toxicology, and employee involvement. Learn about emergency preparedness and the principles of first response. Finally, you become proficient in measuring performance, making inspections, and self-assessment.

MAJOR TOPICS COVERED

- Risk, Liability and Compliance
- Environmental Protection
- Hazards and Accidents
- Emergency Preparedness
- Managing for Environmental Improvement

WHO SHOULD ATTEND?

For Field Operations Personnel and Management.

Corporate Partner Solutions

HEALTH SAFETY AND ENVIRONMEN IN EXPLORATION] &

ENIRONMENTAL SAFETY

PRODUCTION

COURSE OVERVIEW

This course will cover the following:

1. Industry Overview- Upstream, Midstream and Downstream

2. Hazards Related to Oil & Gas Industry- Safety and injury hazards and Health & Illness hazards.

3. Managing Occupational Safety & Health Risks- Risk management process, Managing health in field operations and Management systems for social performance.

4. Occupational Safety & Health Management (OSHMS)- Features of OSHMS, Component of an effective OSHMS and Benefits of OSHMS.

5. Organizational & Environmental Risk, Threat and Impact:

- Latest international standards
- Understanding the impact of change or major incidents on the organisations
- Strategic Crisis and Emergency Management in Resilience Framework
- Strategic Risk and Risk Behaviour
- Identify and manage current and future threats to your business
- Take a proactive approach to minimize the impact of the incidents
- Keep criticl function up and running during the times of change and crises

OTHER TOPICS COVERED

- Integrating the emerging concept of ecosystem services into Oil & Gas industyrt environmental management oractices
- Revised Industry Guidelines for reporting green house gas emissions
- Health performance indicators.

WHO SHOULD ATTEND?

For Field Operations Personnel and Management.

EXECUTIVE & LEADERSHIP COURSES

CHANGE MANAGEMENT.

Change is a fact of life in all organizations. There are different levels of change, which range all the way from a minor modification in a work procedure to a significant revamping of the organization structure. The Leadership of change is vital and no matter what activities a Leader or Manager becomes involved in, from strategy implementation to making simple amendments to a work system; all of these activities require change leadership skills. Every time a Leader or Manager makes a decision, some type of change occurs. It is a unique training course that provides a theoretical background, guidelines on best practice, and skills development in organizational change leadership processes. This course focuses on

- Vital areas of Leading Change, Organizational Culture and change; organizational Development (OD) and Work Psychology.
- The difference between change management and change leadership
- An overview of the importance of change leadership
- Strategies and tools for effective for change leadership
- The skills required to initiate and execute change more effectively in the organization
- Learn about the latest research into the psychology of work

At the end of this course attendees will be able to:

- Define what change is and how it impacts on the way people work
- Design a suitable change management model in their workplace
- Identify people's responses to change and explore the reasons why people resist change
- Understand organisational culture
- Develop practical skills in Organisational Development (OD)

WHO SHOULD ATTEND?

This seminar is ideal for anyone who seeks a firm grounding in the successful leadership of change.

Corporate Partner Solutions

EXECUTIVE & LEADERSHIP COURSES

SERVICE LEVEL AGREEMENTS: PLANNING, NEGOTIATING AND MANAGING HIGH QUALITY

COURSE OVERVIEW

This training course will ensure that you understand how to decide rationally what activities to outsource and what not, how to select the best contractor and how to evaluate the delivered performance of all parties involved. You will understand the different contract types, the pros and cons of SLAs, avoid the potential pitfalls and improve the performance. Balanced scorecards to measure the contractor performance, used in several branches will be discussed. Through a combination of teaching and group work, you will leave the course with practical tools & practices to develop improved SLAs.

COURSE OBJECTIVES

Participantss attending this course will be able to:

- Understand basic outsourcing considerations
- Learn the features, functions and benefits of lean contracts
- Understand the different contract types and when/how to apply them
- Understand the basics of SLAs
- Learn how to define service levels
- Understand how to monitor the contractor performance and relate the performance to penalties and rewards
- Learn how to develop and negotiate a contract – the contracting cycle
- Understand negotiating tips & tricks
- Learn how to manage SLAs during the contracting period

WHO SHOULD ATTEND?

The training seminar will benefit all professionals negotiating contracts (SLAs) and managing relationships with internal and external suppliers. Teams who have been assigned the responsibility of establishing SLAs will find it extremely useful to attend this seminar as a unit.

Corporate Partner Solutions

EXECUTIVE & LEADERSHIP COURSES

LEADING WITH EMOTIONAL INTELLIGENCE : THE PSYCHOLOGY OF LEADERSHIP

COURSE OVERVIEW

Emotionally intelligent management embraces and draws from numerous other branches of behavioral, emotional and communications strategies to develop more productive and successful leaders. Understanding and raising your Emotional Intelligence is essential to your success and leadership potential.

In this seminar, delegates will learn how to:

- Develop the ability to sense, understand and effectively apply emotions as a source of leadership, communication and influence
- Gain insights into perceptions and its importance in the workplace
- Understand how EQ influences the way they respond to others and themselves
- Discover how to apply EQ in the workplace for building teamwork and accountable leadership

COURSE OBJECTIVES

Participants attending this course will be able to:

- Develop interpersonal skills such as self-awareness, which is the ability of an individual to recognize and understand one's moods, emotions and drives as well as their impact on others
- Cultivate empathy or the ability to understand the emotional makeup of other people and skill in responding according to their emotional reactions
- Develop interpersonal skills which indicate the individual's proficiency in managing relationships and building networks.
- Develop skills in responding to criticisms & adversity
- Leadership strategies for working with others towards shared goals.

WHO SHOULD ATTEND?

This course is designed for all managers, leaders & professionals who need to have in-depth knowledge of human behaviours.

- Anyone who is interested in developing themselves to be a better leader and manager
- Individuals who desire to apply psychological knowledge to result in management and leadership strategies
- Individuals who wish to understand their emotions and how it affects those around them and their productiveness in the workplace.

Corporate Partner Solutions

EXECUTIVE & LEADERSHIP COURSES

LEADERSHIP AND TEAM DEVELOPMENT FOR MANAGERIAL SUCCESS

COURSE OVERVIEW

Managers who will be promoted are the ones who not only manage efficiently but also lead their teams effectively. Inspire and influence your team members to achieve your goals as a team. Here you will learn how to work in horizontal mode of operation, apply a consistent theory in leading your team, and teach critical leadership skills to members of your team; so each and every one of them can lead the team in your absence.

Content:

Lecture 1: Defining and discovering leadership: what leadership Really is, putting leadership to work.
Lecture 2: Visionary leadership: Developing A Team's Vision, Mission and Ground Rules
Lecture 3: Understanding your leadership style

Exercise: How do you Lead

Lecture 1: Merging your leadership style with your team member's ability to follow to achieve outstanding team performance.
Lecture 2: Merging individual and team motivation

Exercise: Perception and intuitive interactive outcomes

Lecture 1: Understanding the key roles of leaders, managers, mentors & coaches
Lecture 2: Effective Coaching: Performance conversations that get results. Coaching feedback and performance management

Exercise: Developing the leader in you. Team building

Lecture 1: Taking your team-building to a new level from forming, norming and storming to performing
Lecture 2: Your manager's Action plan-making leadership and team-building work to achieve even greater results.

COURSE OBJECTIVES

The course will address the following:

- Understanding leadership style and situation
- Integrating your leadership and managerial roles
- Examining the leader's role as motivator and coach and in high-performance teams
- Distinguishing the three team types
- Exploring the principles that make teams work
- Differentiating team content and process
- Diagnosing work-teams: a work-team simulation

This course is designed for all managers, leaders & professionals who need to have in-depth knowledge of human behaviours.

Corporate Partner Solutions

EXECUTIVE & LEADERSHIP COURSES

STRATEGIC LEADER: STRATEGIC PLANNING, NEGOTIATION AND CONFLICT MANAGEMENT

COURSE OVERVIEW

Strategy as stated in the classic text "the art of war", is complex yet when understood very simple, those who have a successful strategy are in control on events.
Negotiation on the other hand is not litigation neither is it the art of war. Negotiation is not about attaining total victory. Negotiation and conflict management are key strategic management and leadership skills and are probably the single most used skills in business environment today.

This interactive training class session will challenge your preconceptions about strategic planning, negotiation and conflict management. Strategy is a frequently misunderstood concept which needs to be unraveled. Demystified and translated into an everyday language. Strategy is about planning successfully and getting real value out of the process. This training will give you the tools to deliver these results. You will also analyze the much misunderstood concept of win:win negotiation and be provided with the essential tools and practical skills for the planning and management of negations and conflict processes as well as develop the ability to negotiate value creating solutions. During this seminar, each participant will learn how to develop a strategic planning process, build out the subsequent strategies and learn best practices to execute the strategies. Focus will be on driving growth and profitable results.

COURSE OBJECTIVES

The training aims to help participants understand the concepts of "strategy" and "Strategic Plans", and to demystify the strategic processes by;

- Applying strategy to management issues, learn option generation, opportunity cost, choice and implementation phases of strategy
- Learning the key stages in the entire process, and providing a takeaway toolkit for each key stage and each participant
- Building confidence in your ability and develop strategic process for a changing organization
- Leaning to understand the process of change, planning, organizational strategy and change
- Understanding the importance of negotiating in today's business climate
- Identifying the source of conflict in the professional environment
- Gaining awareness of your own style in approaching conflict and negotiation
- Practicing and developing key skills in handling conflict including mediation
- Learning how to achieve a true win:win results and expand your range of negotiating skills
- Being able to use a three -step planning guide to analyze and prepare for a negotiation.

WHO SHOULD ATTEND?

Corporate Partner Solutions

EXECUTIVE & LEADERSHIP COURSES

STRATEGIC LEADER: STRATEGIC PLANNING, NEGOTIATION AND CONFLICT MANAGEMENT

This course is designed for all managers, leaders & professionals who need to have in-depth knowledge of human behaviours.

Corporate Partner Solutions

EXECUTIVE & LEADERSHIP COURSES

NAVIGATIONAL LEADERSHIP AND INFLUENTIAL CONVERSATIONS (local)

COURSE OVERVIEW

The Navigational Leadership & Influential Conversations program is a proven, straight-forward and highly effective 1 week workshop designed to help leaders unlock potential and engagement in others. Navigational Leadership is about guiding and developing versus telling. The Navigational Leadership (developmental leader as coach) program equips leaders with easy-to-apply tools that guide others toward success, toward greater levels of job satisfaction and toward higher levels of personal and professional potential. The "navigation" analogy clarifies core coaching principles and process in a way that is both enjoyable and memorable.

This Influential Conversations component (final day of this 1 week workshop) drives tactics to discover WHO the person is and how they show up in the workplace. People with influence are genuinely interested in other people. They behave respectfully towards all and appear to have some "magic powers" to get others involved. They seem so genuine that you just can't help but like them even if you don't want to. They are able to get your trust quickly, and build a relationship with you based on that trust. This workshop helps leaders build influence that matters.

COURSE OBJECTIVES

- Be equipped to coach and develop versus direct others to enhance clarity, engagement and results;
- Know how and when to apply the 6 most common and effective leadership styles, including coaching.
- Be equipped to apply a simple 5-step coaching model in day-to-day leadership.
- Explore and maximize greater effectiveness from the "art of telling";
- Have a simple model of providing feedback in ways that accelerate clarity and development;
- Have a simple model for use when dealing with conflict;
- Know who to develop, and when; Use a proven foundation of communication with fellow team members, clients and partner.

WHO SHOULD ATTEND?

This program is designed specifically for organizational leaders interested in enhancing their capacity to develop and influence others through effective conversations. The material is as suitable for senior leaders as it is for individuals assuming a leadership role for the first time.

Corporate Partner Solutions

EXECUTIVE & LEADERSHIP COURSES

MANAGING TEAMS ACROSS LOCAL BOUNDARIES (LOCAL)

COURSE OVERVIEW

This course will address cultural issues that face managers of employees who must work together, but have different styles and values. Participants will learn what global teams need from their leaders and how to achieve those needs. This course will include group activities, exercises, and case studies designed to give participants practice and help build their ability to manage global teams.

COURSE OBJECTIVES

In this two-day class, leaders will learn the importance of developing trust, which is vital to maximizing employee productivity and cooperation. This class will cover generational as well as cultural issues that face managers of employees who have different styles and values.

WHO SHOULD ATTEND?

Supervisors, Managers, Project Managers, and Team Leads involved in dealing with multi-cultural teams operating across the globe

Corporate Partner Solutions

EXECUTIVE & LEADERSHIP COURSES

CORPORATE GOVERNANCE AND PRACTICE (LOCAL)

COURSE OVERVIEW

Corporate Governance and Practice workshop is designed to help you face the central challenge of delivering best practice corporate governance in the face of constant media scrutiny and increasing stakeholder demands.
The interactive programme focuses on helping you develop a thorough understanding of the need to establish robust corporate governance standards and strive to constantly improve the performance of those at the top of the business.

COURSE OBJECTIVES

This course aims to provide an in-depth exploration of key topics including:

- The need for effective audit processes
- Improvements to financial reporting
- Diversity and other aspects of boardroom behaviours
- Risk management and corporate culture
- Ethical leadership and teamwork
- The knowledge gained will enable you to appreciate and more effectively protect your organization against the shortfalls that have contributed to the failure of large organization's in the past.

WHO SHOULD ATTEND?

This course is suitable for anyone responsible for implementing best practice corporate governance in their organization. This may include:

- Chairmen
- Chief executives
- Company secretaries
- Executive and non-executive directors
- Heads of internal audit, compliance and risk management
- Institutional investors such as pension funds and insurance companies
- New entrants to investor relations

Corporate Partner Solutions

EXECUTIVE & LEADERSHIP COURSES

LEADING ORGANIZATIONAL CHANGE IN OIL AND GAS (LOCAL)

COURSE OVERVIEW

The oil and gas sector is becoming increasingly important for organizations. In order for organizations to gain and sustain a competitive advantage, they must be able to proactively manage the changes needed to enable strategic initiatives. This course will equip participants with the understanding, tools, and techniques needed to successfully navigate change within an organization

WHO SHOULD ATTEND?

- Executive Management,
- Supervisors,
- Operations Managers,
- Project Managers,
- Team Leaders,
- Personnel,
- Anyone involved in managing organizational and operational changes.

FINANCIAL COURSES

CONTRACT COST PRICE ANALYSIS

COURSE OVERVIEW

In this training course, individuals will learn to perform price analysis and cost analysis to determine price reasonableness in accordance with the Federal Acquisition Regulation (FAR). Delegates should have a good understanding of the federal contracting process prior to taking this course.

COURSE OBJECTIVES

- Determine if pricing is fair and reasonable.
- Suggest modifications to price or cost to assure reasonableness.

WHO SHOULD ATTEND?

This course is designed for personnel involved in establishing or modifying the price or cost of a government contract.

Corporate Partner Solutions

FINANCIAL COURSES

IMPROVING WAREHOUSING AND STOCK CONTROL MANAGEMENT

COURSE OVERVIEW

Warehousing and Stock Control Management are critical for the effective management of procurement and the supply chain to enable the efficient delivery of superior customer service. Warehouses and Stock controls are often overlooked and are not thought to be an important activity. Therefore, incorrect levels of inventory can be held with attendant knock on effects to costs, availability and customer service.

The course will destroy this myth of unimportance and demonstrate just how to:

- Evaluate procedures, change and improve methods wasteful activities and excess costs
- Discover all of the essential tools for the effective management of warehousing and stocks
- Achieve best in class performance is exactly what this course is about
- Use all of the practical skills to take back to the workplace so that all those internal problems that limit performance are avoided
- Apply the required principles and look at many practical applications in a highly interactive learning environment; delegates will have fun while learning principles and skills to ensure that they are able to change current methods and activities.

COURSE OBJECTIVES

By the end of this seminar, delegates will be able to:

- Learn the principles of Warehouse and stock Management
- Evaluate current procedures
- Examine operations and activities
- Analyze the key areas of operations
- Identify and Understand key performance indicators
- Succeed in improving operations and improve personal productivity
- Make needed changes to methods to improve customer service whilst achieving reductions in inventory
- Eliminate wasteful costs and avoid those internal problems that limit performance
- Obtain added value for money
- Understand and implement the essential tools for managing warehouses and stocks in the supply chain

WHO SHOULD ATTEND?

- This seminar is for all individuals who have a stake in the Supply Chain and all Logistics, Materials, Inventory, Stock, Warehouse and Distribution Professionals
- It will also help those who need to develop their limited understanding about Warehouse and Inventory management
- It will be especially helpful to all those who are looking to make business gains and benefits and

to any owners, operators and directors of companies with warehouse and stores operations and who hold stock and inventory.

Corporate Partner Solutions

FINANCIAL COURSES

COST MANAGEMENT AND BUDGETING (LOCAL)

COURSE OVERVIEW

This course introduces the concepts of how to identify hazards, quantify risks and meet safe machinery standards. The basic components of performing a risk assessment will be investigated. Common risk scoring systems and their components will be reviewed. Safety standards terminology will be defined. A systematic approach to reducing risk will be explained. The course will present available resources for additional safety supplemental and standards information.

COURSE OBJECTIVES

- Factors of Risk
- The components of 'Risk Assessment' including Identification , Evaluation , Analysis, Estimation and Reduction.
- Common risk scoring systems and their components
- Zero Risk vs. Acceptable / Tolerable Risk
- Available resources.

WHO SHOULD ATTEND?

- Risk Managers
- Internal Auditors
- Compliance Officers
- Regulators
- Any member of staff who is involved in risk management and within the finance department.

Corporate Partner Solutions

FINANCIAL COURSES

COST MANAGEMENT AND BUDGETING (LOCAL)

COURSE OVERVIEW

Budgeting and cost analysis are crucial elements for the management of contemporary organizations. Nowadays, if companies want to stay competitive, they are urged to link their strategies with accurate systems of resource allocation and performance measurement. Along this line, budgeting, as well as tracking, controlling & reducing cost represent essential activities to be performed and monitored by organizations as they implement their key processes, activities and operations. In addressing these issues, this course is relevant for those professionals & analysts facing the difficult challenge of improving performance while reducing costs of those processes for which there are accountable. This course provides participants with key cost awareness and budgetary skills, which are essential for managing and controlling resources in times of increasing
global competition where the budgets are inextricably linked with both the achievement of strategic objectives as well as with evaluation of future plans and initiatives.

COURSE OBJECTIVES

- Refine costing and budgeting terminology used in business.
- Understand the importance of a well-defined costing and budgeting process.
- Determine full costs of outputs for the goods and services provided.
- Master traditional techniques and recent best practices on budgeting/cost management.
- Link finance and operation for budgeting purposes and strategy execution.
- Learn how to build a comprehensive performance measurement system.

WHO SHOULD ATTEND?

- The staff person who will be responsible for entering data into the budget system or training others how to enter information.
- Those who want to gain control of the firm's financial standing and obtain a firm grasp on the numbers side of their job.
- Financial Professional, Professional R&D, Sales/Marketing Professional, General Accounting Professional, Business Unit Professional.
- Anyone who wants to refine and advance the budgeting and costing knowledge.

Corporate Partner Solutions

FINANCIAL COURSES

PETROLEUM FINANCE AND ACCOUNTING PRINCIPLES (LOCAL)

COURSE OVERVIEW

Making the most efficient use of your resources is critical to the success of any company. Finance and accounting comprise the universal business language and help you manage those resources effectively. Planning and decision making that occur in an informal financial context permit better application of resources and promote competitive advantage. The aim of this course is to improve delegates' job performance by enhancing their understanding of current international practices in finance and accounting within the E&P industry.

COURSE CONTENT

- Getting started: financial terms and definitions, the language of business; accounting rules, standards, and policies
- Constructing the basic financial statements
- Classifying revenues, assets, liabilities, and equity
- Comparing different accounting elements
- Accounting for joint operations
- Accounting and reporting.

COURSE OBJECTIVES

- Refine costing and budgeting terminology used in business
- Understand the importance of a well-defined costing and budgeting process
- Determine full costs of outputs for the goods and services provided
- Master traditional techniques and recent best practices on budgeting / cost management
- Link finance and operation for budgeting purposes and strategy execution
- Learn how to build a comprehensive performance measurement system.

WHO SHOULD ATTEND?

- The staff person who will be responsible for entering data into the budget system or training others how to enter information
- Those who want to gain control of the firm's financial standing and obtain a firm grasp on the numbers side of their job
- Financial Professional, Professional R&D, Sales/Marketing Professional, General Accounting Professional, Business Unit Professional
- Anyone who wants to refine and advance the budgeting and costing knowledge

Corporate Partner Solutions

GENERAL COURSES

ADVANCE UNITIZATION IN THE OIL AND/ GAS INDUSTRY

COURSE OVERVIEW

Recently, emerging developments abound in the oil and gas industry and one of which is unitization as a means of oil development and production. With increasing needs for production efficiency, cost reduction techniques and alternative funding sources, unitization as a production methodology is increasingly getting attention, consideration and acceptability.

COURSE CONTENT

- Terminology, definitions and concepts
- Drafting Unitization agreement
- Unitization; operations and modalities
- Approaches / alternatives to unitization
- Equity determination and re-determination: conditions and procedure
- Unitization accounting and reporting
- Cross border issues and international law applications.

COURSE OBJECTIVES

- Discuss unitization as production concept
- Identify stakeholders and their roles
- Explain the accounting treatment and reporting
- Understand the underlying laws and regulations both locally and international

WHO SHOULD ATTEND?

Managers and professionals in supply management, procurement, purchasing, contracts, materials, inventory control, projects, maintenance, operations, finance, as well as all other professionals interested in lowering total cost and increasing productivity and profit contributions from better supply management operations.

Corporate Partner Solutions

GENERAL COURSES

STRATEGIC PROCUREMENT AND SUPPLY CHAIN MANAGEMENT IN THE OIL AND GAS INDUSTRY

COURSE OVERVIEW

The development and implementation of carefully crafted strategies for the procurement of all goods, equipment, materials, and services has become a critical issue for all those in the oil and gas industry wishing to reduce operating cost while improving quality and productivity. This program explores key concepts forming the basis of strategic supply management, and moves today's supply management organization from its typical tactical focus to the strategic focus needed to successfully implement the processes and methods needed to reach world-class performance.

COURSE OBJECTIVES

- Stages to world class supply management
- Skill sets in supply management
- Organizing the spend profile
- Greater abilities in leading continuous improvement programs
- Ways in dealing with economic uncertainties

WHO SHOULD ATTEND?

Managers and professionals in supply management, procurement, purchasing, contracts, materials, inventory control, projects, maintenance, operations, finance, as well as all other professionals interested in lowering total cost and increasing productivity and profit contributions from better supply management operations

Corporate Partner Solutions

GENERAL COURSES

INTRODUCTION TO PETROLEUM EXPLORATION AND PRODUCING WITH OILSIM

COURSE OVERVIEW

Petroleum Exploration and Production is an awareness level course designed for professionals associated with the oil and gas industry. The course content is designed to expose the participants to the full life cycle of the oil and gas industry. Participants will understand the functions of companies involved throughout the cycle and their roles and responsibilities.
The course will provide an overview of technologies, workflows and processes that enable the oil and gas industry to explore, appraise, develop and produce hydrocarbons. Throughout the course, participants will learn the risks and rewards associated with the industry along with their social, environmental and financial impacts.
This course uses OilSim, a learning platform in which teams take on the roles of oil and gas companies and authorities, and are guided by expert facilitators to learn through actively making decisions in a virtual, realistic business environment.

COURSE OBJECTIVES

This course introduces the fundamental aspects of full life cycle of oil and gas industry including the key four phases - exploring, defining, developing and producing along with the financial aspects of the oil and gas business. The course will also cover similarities and dissimilarities among national and international oil companies and the functions of various service providers.

WHO SHOULD ATTEND?

This course is designed to provide an overview of full life cycle of oil and gas business to individuals involved in any capacity with the industry.

Corporate Partner Solutions

GENERAL COURSES

FUNDAMENTALS COAL SEAM GAS (CSG) DEVELOPMENT

COURSE OVERVIEW

The course provides an introduction to Coal Seam gas: from a basic understanding of coal seam gas: through to exploration, appraisal and development of the resource.
History: Where did CSG come from? What were the technical and economic drivers
Exploration: where to start, what data is required and how to get it.
Appraisal: What is involved in the appraisal process of a CSG resource.
Well design: There are many different varieties of CSG well design, these all have different applications and different "footprints".

COURSE OBJECTIVES

The course also provides an over view of CSG development considerations: planning, community engagement, development optimisation, processing facilities, access to market and environmental considerations.

WHO SHOULD ATTEND?

Technical, professional, business development, commercial or government personnel looking for a better understanding of what's involved in a coal seam gas development.

Corporate Partner Solutions

GENERAL COURSES

ECONOMICS AND ACCOUNTING

COURSE OVERVIEW

Never be confused again by the bean counters! Leave this 3-day course with a full understanding of ways to measure profitability. You will fully understand the time value of money, as well as the different effects of capitalization vs. expensing costs. You see the results in conclusive economic viability.

MAJOR TOPICS COVERED

- The Yardsticks of Economics (Using Simplified Example)
- Differences in Character of Work
- Short-Cut Economics with Tables/Graphs
- Incorporating Tax Law Considerations
- Determining Internal Time Value of Money (Discount Factor)
- How Exploration Projects & Economic Assessment/Outcomes Affect Accounting Statements
- The Role of Inflation and Oil/Gas Price Expectation
- Evaluating Risk
- What One Can Do About "Unwanted" Risks
- Impact of Risks

WHO SHOULD ATTEND?

Exploration and production personnel charged with economic evaluations .

Corporate Partner Solutions

GENERAL COURSES

INTEGRATED RESERVOIR MODELLING: INTERPRETATION, EVALUATION, AND OPTIMIZATION

COURSE OVERVIEW

This course will introduce the procedures and workflow for building a 3D model, regardless of the software available to the modeling team. In other words, this will be an attempt at a best practice approach to a complex and varied workflow. There will be a particular emphasis on integrating static and dynamic reservoir properties with the geological facies model. Exercises will be done using industry standard modelling software (Petrel), although it should be emphasized that the purpose of the course is methodology and not software operation.
Relevant industry case studies and practical applications will be reviewed throughout the course. Participants will gain an understanding of the key challenges associated with building effective 3D reservoir models from interpretation and design to quality assurance and optimization of results.

COURSE OBJECTIVES

Participants will understand the science and workflows behind building consistent 3D reservoir models including fluid distribution, permeability, compartments and volumetric estimation. They will learn how integrate data from cores and logs and how to upscale this data into geological and flow simulation models that will have a high impact on field development and production scenarios.

WHO SHOULD ATTEND?

This course is designed primarily for geologists, geophysicists and reservoir engineers involved in subsurface reservoir characterization and who wish to know how to derive geologically robust framework models and how to populate them with meaningful reservoir properties. Attendees should include Geologists, Geophysicists, Petrophysicists, Reservoir Engineers, Drilling Engineers, and Seismic Interpreters.

Corporate Partner Solutions

GENERAL COURSES

GAS COMPRESSION AND DEHYDRATION SYSTEM

COURSE OVERVIEW

Dehydration is an important process in offshore gas processing. The gas is dehydrated offshore to avoid the dangers associated with pipeline transport and processing of wet gas.

COURSE OBJECTIVES

This course will cover the basics of gas compression and dehydration. The characteristics and operation of various types of compressors will also be covered.

WHO SHOULD ATTEND?

This course is mainly targeted to process technicians, process technologists, instrumentation personnel, and safety and maintenance personnel.

Corporate Partner Solutions

GENERAL COURSES

PETROLEUM PROJECT ECONOMICS/RISK ANALYSIS AND FISCAL

COURSE OVERVIEW

This training seminar provides practical guidance in the application of the techniques of the economic analysis currently used in the Oil & Gas industry. When executing a petroleum related project, one should be able to choose the best alternative from economic point of view as well as to properly evaluate various investment opportunities by determining economic indicators and sensitivity analysis. Techniques for predicting profit, production, costs, and cash flow enable the analyst to evaluate decision alternatives for optimum results. Understanding economic indicators, risk and uncertainty, different economic structures such as tax regimes and production sharing contracts, enhances the quality and the value of economic analysis.

COURSE OBJECTIVES

- Understand various economic terms used in the Oil & Gas industry
- Understand how to develop economic models of various petroleum fiscal regimes
- Carry out cash flow analysis, different economic analyses for petroleum related project and determine economic indicators
- Evaluate and quantify risks and uncertainties
- Make the right investment decision in the presence of risk
- Carry out a comprehensive economic evaluation study for any petroleum related project including risk analysis and sensitivity study using spreadsheet
- Contribute to the petroleum project investment within a solid economic system and do a detailed economic evaluation
- Contribute to the decision-making process for any petroleum related project.

WHO SHOULD ATTEND?

This course is suitable to a wide range of professionals but will greatly benefit:

- Oil & Gas Field Engineers
- Oil & Gas Managers
- Oil & Gas Auditors
- Oil & Gas Planners
- Financial Analysts

Corporate Partner Solutions

GENERAL COURSES

GAS AND OIL PIPELINE OPERATIONS

COURSE OVERVIEW

This course will provide participants with the necessary knowledge to demonstrate the principles of pipeline operation and maintenance in a mechanical and technological environment.

COURSE OBJECTIVES

This course has been designed to provide participants with a basic understanding of maintenance procedures, as well as the related operations of pipelines and their associated equipment.

WHO SHOULD ATTEND?

- Pipeline Operation and Maintenance Engineer,
- Facilities Engineer,
- Facilities Operators.

Corporate Partner Solutions

GENERAL COURSES

GAS LIFT OPERATIONS AND TROUBLE SHOOTING

COURSE OVERVIEW

The course will provide the attendees with details gas lift system, different design methods. Also, how to design the valves spacing and basis for selecting different valves.
The course will introduce the optimum unloading procedures for gas lift wells to minimize the risk and saving operation time.

COURSE OBJECTIVES

How to optimize the production of gas lift wells and combine between continuous and intermittent gas lift system. Trouble shooting new and old gas lift wells will be covered in the course supporting by many cases.

WHO SHOULD ATTEND?

- System Nodal analysts

Corporate Partner Solutions

GENERAL COURSES

GAS LIFT DESIGN AND OPTIMIZATION

COURSE OVERVIEW

This course is intended to familiarize production personnel with the use, basic principles, selection of the equipment, types, design, monitoring, etc, of a continuous and intermittent gas lift system. Engineers will obtain the basic skills to the analysis and design of any artificial lift system by using a continuous or intermittent gas flow rate.

COURSE OBJECTIVES

The description in details of certain technical aspects will allow engineers propose solutions in a rapid and save way in order to either increase or optimize the production of an oil well. Throughout the course, participants will solve practical examples.

WHO SHOULD ATTEND?

Production engineers, field supervisors, engineers with a basic knowledge in this area, among others, involved in the design, performance and monitoring of gas-lift installations

GENERAL COURSES

FORMATION EVALUATION FOR WELL-SITE GEOLOGIST

COURSE OVERVIEW

This course provides a complete overview of wellsite operations from the perspective of the Operations Geologist and the Wellsite Geologist. The focus is on being able to understand the job functions that are typically performed at the wellsite, and what use is made of the large amounts of data collected. The course will also provide an overview of essential drilling operations that have a direct bearing on these disciplines.
Wellsite geologists study rock cuttings from oil and gas wells to determine what rock formations are being drilled into and how drilling should proceed. They identify critical strata from core samples and rock-cutting data and build up knowledge of the structure being drilled. They are experienced geologists, deciding when specialized tests should be carried out and, ultimately, when to stop drilling. They send reports and logs of completed drilling to the operations geologist and offer geological advice to oil company representatives. They also incorporate health and safety requirements in daily geological operations. Wellsite geologists also liaise with drilling engineers, petroleum engineers and mudloggers during the course of projects.

COURSE OBJECTIVES

Participants will learn the techniques used by wellsite geologists in formation evaluation through a combination of lectures and exercises that can typically be done at the wellsite. At the end of the course, the participants should have a good understanding and knowledge of the requirements of both Operations and Wellsite Geology. The course will blend classroom instruction with several practical exercise sessions. If location permits, a visit to a wellsite can be arranged.

WHO SHOULD ATTEND?

Exploration & Production staff who want to learn the functions that are performed by Geologists at the wellsite.

Corporate Partner Solutions

GENERAL COURSES

SURFACE PRODUCTION OPERATIONS AND EQUIPMENT

COURSE OVERVIEW

This course will provide participants with the fundamental and principles of production fluid behavior, conditioning, and processing from the wellhead to custody transfer. The participants will learn oilfield production handling at the surface, the treatment equipment, and the processes. Natural gas and oil physics characteristics, gathering system, separation, treatment, pigging, transportation, measurements, rotating equipment, vessel and piping design, and operations will all be covered to enhance operational efficiencies.

COURSE OBJECTIVES

Participants will learn how to design and operate the surface facilities production equipment and processes through daily exercises.

WHO SHOULD ATTEND?

Surface facility operation engineers, surface facility design engineers, production operation engineers, and production managers.

Corporate Partner Solutions

GENERAL COURSES

COMPLETION AND WORK OVERS

COURSE OVERVIEW

This course emphasizes the role of engineers and field operators in planning and executing the workover operations to maintain and increase field production and thus add to the profitability and recoverable reserves. It also emphasizes the significance of the team concept as a factor in optimizing operations success. The course is highlighted with open discussions and problem solving shared by the instructor and participants.

COURSE OBJECTIVES

Topics covered include safety regulations, operation schedules, procedures and sequences, equipment to be used, service companies' role, contingency plans and emergency procedures. By the end of this course, attendees will have an understanding of the industry's advanced technologies in field of designing and executing workover jobs in their respective operations. They will have knowledge of selecting the appropriate method for the particular operation and perform the task in a safe and efficient manner.

WHO SHOULD ATTEND?

Drilling, workover, completion and production engineers and managers, reservoir and geology engineers, field maintenance supervisors and operators, Service companies and equipment manufacturing engineers. Safety engineers and personnel selected by their companies for attending special training courses.

Corporate Partner Solutions

GENERAL COURSES

PETROLEUM INDUSTRY TECHNOLOGY AND OPERATION

COURSE OVERVIEW

This course will provide the participants with an integrated view of the oil and gas production and related facilities during the life of the reservoir. It will present an overview/fundamental understanding of the wide range of oilfield production handling and treatment equipment.

COURSE OBJECTIVES

- Gain an overall knowledge of various hydrocarbon production processes from the time a reservoir is discovered to end users
- Understand the role of the petroleum/reservoir engineer in optimizing recovery
- Familiarize with various surface and sub-surface equipment and processing facilities used in a typical oil & gas field.
- Gain a general knowledge about health, safety and environmental issues.
- Understand the role of petroleum economics in evaluating field development projects indicative contents.

WHO SHOULD ATTEND?

- Business Development Professionals
- Corporate Planning Professionals
- Geoscience and Engineering Specialists
- Refinery Professionals
- Supply Planners and Scheduling Professionals
- Contracting Consultants

Corporate Partner Solutions

GENERAL COURSES

UNDERSTANDING SUCCESS FACTORS IN THE OIL AND GAS INDUSTRY

COURSE OVERVIEW

Today's multinational, International Oil Companies (IOC's) and National Oil Companies (NOC's), both upstream and downstream of the oil and gas supply chain, are facing many challenges from the current economic climate. The recent volatility of crude oil and natural gas prices has resulted in companies to reinvent themselves and to abandon the traditional strategic planning exercises. This highly participative programme is designed to provide a broad understanding of the issues facing the international oil & gas industries and the necessary skills and knowledge to effectively identify and tackle these issues. In addition, the programme will also provide the necessary skills and knowledge to prepare the attendees for more senior responsibilities within their organizations.

COURSE OBJECTIVES

- A clear understanding of the oil and gas supply chain
- Issues related to the global energy supply
- Energy trading contracts and fiscal systems
- The oil & gas industry's future prospects for forward planning
- Oil & Gas Sector strategic analysis

WHO SHOULD ATTEND?

- Business Development Professionals
- Corporate Planning Professionals
- Geoscience and Engineering Specialists
- Refinery Professionals
- Supply Planners and Scheduling Professionals
- Contracting Consultants

Corporate Partner Solutions

GENERAL COURSES

PETROLEUM INDUSTRY TECHNOLOGY AND OPERATION

COURSE OVERVIEW

This course will provide the participants with an integrated view of the oil and gas production and related facilities during the life of the reservoir. It will present an overview/fundamental understanding of the wide range of oilfield production handling and treatment equipment.

COURSE OBJECTIVES

- Gain an overall knowledge of various hydrocarbon production processes from the time a reservoir is discovered to end users
- Understand the role of the petroleum/reservoir engineer in optimizing recovery
- Familiarize with various surface and sub-surface equipment and processing facilities used in a typical oil & gas field.
- Gain a general knowledge about health, safety and environmental issues.
- Understand the role of petroleum economics in evaluating field development projects indicative contents.

WHO SHOULD ATTEND?

- Business Development Professionals
- Corporate Planning Professionals
- Geoscience and Engineering Specialists
- Refinery Professionals
- Supply Planners and Scheduling Professionals
- Contracting Consultants

Corporate Partner Solutions

GENERAL COURSES

PHYSICAL CRUDE OIL AND PRODUCTS TRADING

COURSE OVERVIEW

This highly interactive and intensive physical crude oil and products trading course will provide the attendees with a comprehensive understanding of the US and international physical oil trading business from the perspective of both the trader and the supply analyst.

COURSE OBJECTIVES

- Crude oil and products supply and demand.
- Crude oil evaluation and selection.
- Oil refining and products.
- Discussion of various pricing mechanisms.
- Physical oil markets and pricing.
- Operations and logistics.
- Freight trading.
- Comparison of physical and financial trading.
- Arbitrage/spread trading.
- Refinery trading and supply.
- Physical outright (long/short) trading.
- Approach to trading physicals.
- Simulated trading session

WHO SHOULD ATTEND?

- Oil trading personnel
- Risk management personnel
- Supply, transport and operations personnel
- Sales and marketing personnel
- Energy purchasing personnel
- Refining personnel
- Management and financial accounting personnel
- Strategic planning and economics personnel
- Analysts

Corporate Partner Solutions

GENERAL COURSES

PRODUCING PETROLEUM FOR NON-TECHNICAL PERSONNEL

COURSE OVERVIEW

Learn to speak "oil patch" like a professional!, you would have a comprehensive overview of the petroleum production industry. You find out about geology, leasing, drilling, reservoirs, completions, workovers, surface facilities, artificial lift and economics.
You get all without resorting to heavy science or equations. You have the additional advantage of many movies, slides, pictures (and even some hands-on samples) to help you visualize it all. Extra material is available for those that wish to dig deeper. A thoroughly enjoyable program, where the participants often do a lot of the teaching! Discussion is lively--questions are endless. Why not bring yours?

COURSE OBJECTIVES

- Geology
- Reservoir Behavior
- Drilling; Completions and Workovers
- Surface Production Facilities
- Getting More Out of the Ground

WHO SHOULD ATTEND?

Managers, royalty owners, bankers, executive secretaries, accountants, attorneys, purchasing agents and support personnel in the construction, marine, chemical and manufacturing fields

Corporate Partner Solutions

GENERAL COURSES

FUNDAMENTAL AND PRACTICAL ASPECTS OF PRODUCED WATER TREATING

COURSE OVERVIEW

This course will provide participants with an understanding of the technical aspects required to select, design, maintain, and troubleshoot produced water equipment. Produced water composition and physical properties are covered. Water quality requirements for various disposal methods are addressed, including onshore surface discharge, offshore discharge to sea, and reinjection for disposal or waterflood. Regulatory requirements and analytical methods used to monitor and ensure regulatory compliance are discussed. Treatment technology is presented along with practical considerations for selecting and operating typical water treatment equipment. Representative process flow diagrams illustrate equipment selection, design features, layout, and processes. Chemical treatment options are also considered.

COURSE OBJECTIVES

- How to interpret produced water analytical data and calculate common Scale Indices
- How emulsions form and contribute to water treatment challenges
- How Total Suspended Solids (TSS) affects water quality—and what to do about it.
- What water quality is required for surface or overboard disposal, injection disposal, or beneficial use
- What analytical methods actually measure and how to select an appropriate method
- How separators, clarifier tanks, CPIs, hydrocyclones, flotation cells, and bed filtration work and how to improve their performance
- The most common causes of water treating problems and how to diagnose and resolve them
- Typical PFDs and operational issues associated with various processes.

WHO SHOULD ATTEND?

Managers, engineers, chemists, and senior operations personnel responsible for designing, operating, and maintaining facilities that process and manage produced water.

Corporate Partner Solutions

GENERAL COURSES

COST/PRICE ANALYSIS ANS TOTAL COST CONCEPTS IN SUPPLY CHAIN MANAGEMENT

COURSE OVERVIEW

Managing and reducing cost continues to be one of the primary focal points of PSCM in oil and gas today. In many organizations, more than half of the total revenue is spent on goods and services, everything from raw material to overnight mail. Maintaining a competitive position and even survival will depend on the organization's ability to use all of the continuous improvement strategies that have been developed to reduce cost across the entire supply chain for the life of the product or service. Fundamental to developing and implementing these strategies is knowledge of cost/price analysis, value analysis, and total cost of ownership concepts. This course provides the concepts that are essential skill sets in developing and implementing the strategies required to achieve the high levels of cost reductions possible from the supply chain. SC64 is also available as a five day in-house course with expanded content.

COURSE OBJECTIVES

- Importance of price/cost analysis in continuous improvement programs
- Methods of price analysis How to manage volatile markets
- Use of Producer Price Indexes
- Methods of cost analysis
- Development of "Should Cost"
- Types of TCO models
- The difference between price and cost analysis

WHO SHOULD ATTEND?

Managers and professionals in purchasing, procurement, and contracts as well as those involved in operations, engineering, maintenance, quality, projects, and other company activities that expose them to suppliers and buying activities for production, maintenance, equipment, MRO, services, and other outside purchased requirements.

Corporate Partner Solutions

GENERAL COURSES

ADVANCED MANAGEMENT TECHNIQUES

COURSE OVERVIEW

The primary purpose of this seminar is to provide participants with a bird's eye view style in order to ensure their shift from the practitioner profile to managerial character and practice.
This workshop is designed to integrate the following topics into the specifics skills as presented in previous workshops that the delegates have attended. This combines the theory of management with the specific skills to implement the theory.

COURSE OBJECTIVES

- Vision, Mission, Environment and Culture
- Business Goals
- Translating Strategies into Action
- Crisis and Stress Management
- Situational Leadership
- Business Process Re-Engineering
- Team Performance
- Change and Transition
- Conflict and Resolution
- Power Centers
- Performance Indicators
- Creativity

WHO SHOULD ATTEND?

For Managers in all categories and departments.

Corporate Partner Solutions

GENERAL COURSES

PRACTICAL ECONOMICS FOR OIL & GAS PRODUCTION

COURSE OVERVIEW

Do uncertainties in price, success, politics, catastrophes, and technology cloud your economic analysis? This is the answer, taught to hundreds of energy industry professionals involved in the initiation, development, analysis, planning, approval and execution of energy business ventures. You get broad coverage of business and economic analysis, including methods for determination of minimum cost, maximum profit and optimum investment strategies under the risk and uncertainty prevailing in oil and gas exploration and production. You will progress from the elements of money and time, through concepts of probability and decision-making, and then into applications for determination and selection of oil and gas business strategies and tactics. You learn with lots of problem and workshop sessions interspersed throughout the course to insure that each participant has a working knowledge of the material.
Students with little previous background, as well as those with job experience in the course topics, have found the course invaluable. A hand-held calculator is a must for this course.

COURSE OBJECTIVES

- Money and Time
- Decision Yardsticks & Analysis
- Risk and Uncertainty
- Probability Applications

WHO SHOULD ATTEND?

For: Engineers, geologists, attorneys, accountants and managers

Corporate Partner Solutions

GENERAL COURSES

CONTRACTS AND TENDERS FUNDAMENTALS.

COURSE OVERVIEW

Discipline: Procurement/Supply Chain Management

This three-day course is designed to help companies award the right contracts to the best providers. Contracting involves many roles that must work together to negotiate, document, and ensure a reliable supply of goods and services for capital projects and ongoing operations. Everyone involved in contracting with suppliers and service providers must understand the entire process, the keys to success, and what is required of their role if contracts are to be effective in managing supply risks.

Materials and exercises in this course are specifically built around oil and gas industry issues.

Course Content

- Overview of the contracting process
- Key issues in forming a contract in the oil and gas industry
- Establishing risk management priorities throughout the contracting process
- The legal environment and best use of legal counsel in contracting
- Avoiding and managing contract disputes in a challenging industry
- The tendering process and key documents in the tender package
- Buyer and seller pricing objectives to consider when tendering
- Tools used in tendering to address financial key risks
- Types of contracts and examples of industry applications
- Using economic price adjustment clauses in lump sum agreements
- Bid evaluation and award considerations including price/cost analysis
- Using a formal contract change control process.

COURSE OBJECTIVES

- How to better manage project and legal risks with the contracting process
- How to successfully manage disputes and contract performance issues
- What is required in a successful tender package
- How to identify the appropriate contract price strategy to minimize financial risks and contract costs
- The difference between cost and price analysis and how to use each technique to evaluate a proposal
- Appropriate commercial and legal contract terms and conditions

WHO SHOULD ATTEND?

Individuals involved in any aspect of sourcing, tendering, selecting, forming, and executing contracts with suppliers of goods and services to the oil and gas industry. facilities engineers, drilling engineers, project engineers, commissioning engineers, contracts engineers, and planning engineers.

GENERAL COURSES

BASIC PETROLEUM ECONOMICS

COURSE OVERVIEW

Could you answer the following three questions for your next project? What will it cost? What is it worth? Will it earn sufficient profit? Before undertaking any project, these questions should be answered. This course will provide the fundamentals necessary to enable you to do so. Budgeting and financing, accounting, and contractual arrangements, which also significantly impact the economic viability of a project, are covered. Participants practice cash flow techniques for economic evaluations and investigate frequently encountered situations. Participants are invited to submit their own economic problems (in advance), if appropriate. Each participant will receive Economics of Worldwide Petroleum Production, written specifically for CPS courses.

Course Content

o Forecasting oil production, Cash flow techniques, Economic analysis of operations o Defining: reserves, operating expenses, capital expenditures, inflation, factors effecting oil and gas prices

o Economic criteria: interest, hurdle rate, time value of money, selection, ranking criteria and Tips on economic factors in computer spreadsheet analysis

o Risk, uncertainty: types of risk, mathematical techniques, probabilistic models, uncertainty in economic analysis

o Financing, ownership in the oil and gas industry: business arrangements between operators, between mineral owners

o Accounting versus cash flow: accounting principles and definitions, differences between accounting cash numbers, depreciation, depletion, amortization

o Budgeting: types, processes, selecting of projects for the budget

o Computer economics software and Ethics in economic analyses.

COURSE OBJECTIVES

- How to evaluate the economic viability of a project
- Cash flow techniques applicable in economic evaluations
- Models to weigh risk and uncertainty
- Techniques to determine expected value
- The effect finance, budgeting, and contractual agreements have on a project
- The basic principles of accounting

WHO SHOULD ATTEND?

Managers, engineers, explorationists, field accounting supervisors and other personnel who need to develop or improve their skill and understanding of basic economic analysis and profitability of petroleum exploration and production.

Corporate Partner Solutions

GENERAL COURSES

INTRODUCTION TO OIL AND GAS PRODUCTION FACILITIES

COURSE OVERVIEW

The scope of the discussion ranges from an overview of the oil and gas industry, hydrocarbon phase behavior characteristics, and different reservoir types, to product specifications and the processes used to meet these. Other facilities considerations are addressed, such as process safety and downstream processing that may impact the production facility selection and operation. **Course Content**

- Overview of oil and gas industry, Qualitative phase behavior and reservoirs
- Hydrocarbon properties and terminology and Typical sales/ disposal specs
- Flowlines, piping, gathering systems and Production separation
- Oil processing and Water injection systems (including pumps)
- Gas handling – compression, dehydration • Measurement and storage
- Utilities, process safety and Midstream facilities – gas processing, pipelines, LNG.

COURSE OBJECTIVES

- How the reservoir and product specifications influence the selection and design of the production facilities
- Quick "back of the envelope" calculations for equipment sizing and capacity
- Parameters that affect the design and specification of oil stabilization and dehydration equipment
- Awareness of the parameters that determine flowline/gathering system capacity
- The purpose of separators in a production facility and familiarity with the typical configurations
- Typical design parameters, operating envelopes, common operating problems of oil and gas production equipment, the effect of changing feed conditions over the life of a field and To describe oil dehydration/desalting process options and equipment
- Produced water treating options and the dependence on surface vs. subsurface, offshore vs. onshore disposal
- Compressor performance characteristics and how they affect production rates and facility throughput
- Gas dehydration process options, with a particular emphasis on glycol dehydration
- The principles of asset integrity and inherently safe design given the rate, composition, temperature, and pressure of the production stream
- About midstream facilities required downstream of the primary production facility to deliver saleable products to the market and how these facilities are affected by production rates, composition, and production facility performance.

WHO SHOULD ATTEND?

Those interested in an overview of production facilities, including subsurface professionals, line managers, sales or business development staff, environmental personnel, operational staff, and those new to the industry.

Corporate Partner Solutions

GENERAL COURSES

PROJECT PERFORMANCE MONITORING AND EVALUATION IN OIL AND GAS SECTOR

COURSE OVERVIEW

Successful projects and programs simply don't happen; rather they are the result of a pre-planned series of activities and events. This training introduces participants to the overall philosophy, concepts and best practice approaches in Project Performance Measurement and Evaluation; provide quick & easy statistical tools & techniques to collect data through samples, surveys and assess the results with particular reference to the Oil and Gas Sector

Introduction: Project, project cycles, monitoring, tools for monitoring, goals of monitoring, evaluation; five strategic evaluation questions, forms of evaluation, types of evaluation, relationship and difference between monitoring and Evaluation

Evaluation Team Composition, Judge & Jury approaches for Qualitative Evaluation

Experimental Treatment and Control Design/Grouping

Establishing Sample Frames and Stratification

Random Sampling - Optimum Sample Size selection for Percentage, and Mean

Sample Selection Methods - Deck of Cards, Lottery, Random Number Tables, Skip Interval and

Presenting Results - Various Charts and Graphs

Data Collection Methods - Regular Reporting and Field Surveys; Mail, Phone, Interview, Observation, Rapid Appraisal (Individual and Focus Groups)

Data Classification & Recording - Quantitative and Qualitative Rating Scales, Recording, Weighting/ Scoring Systems and Criteria; Likers Scale, 10-point scale, Thai Scale, 4-point scale, rank-ordering, percentage scale, quartile, etc. Data Evaluation - Correlation & Regression, Yule's Q Test, Misfortune 500

COURSE OBJECTIVES

- At the end of the training, individuals will possess statistically-based know-how and competence to conduct surveys and performance evaluations. During the workshop participants will understand:
- Differences between monitoring and evaluation
- Logical Framework as basis for project design and evaluation
- Evaluation design models (Experimental, Quasi-Experimental, Case Studies)
- Statistical concepts (Mean, Median, Mode, Percentage, Ratios, Indices, Standard Deviation, Tolerable Error, Confidence Level, Margin of Error, Significant Difference, Correlation, Regression, Necessity & Sufficiency)
- Experimental Treatment and Control Groups
- Census and Sampling approaches to data collection
- Random and non-random Sampling

WHO SHOULD ATTEND?

Head of Procurement, Supervisors, Managers, directors.

Corporate Partner Solutions

GENERAL COURSES

OIL EXPORT SYSTEMS OPERATIONS (Local)

COURSE OVERVIEW

This two day course discusses the operating procedures and the most modern modes of transporting crude oil.
Participants will learn about the various means of transporting crude oil such as pipelines, tankers and land vehicles.
Discussions will also overview the hardware that is located at the crude sending and receiving terminals.
Safety, quality control and custody are all important parts of moving crude oil.

COURSE OBJECTIVES

Participants will gain an understanding of the types of export systems and their safe operation as found in the oil and gas industry. Discussion will also look at Pipelines, marine transport and on land shipping, their inherent characteristics and the need to manage each in a safe and efficient manner. Participants will learn about oil export equipment located at the exporting and receiving facilities on day two of this course. Aspects of storage, pumping metering, monitoring, and quality control will be discussed. The fact the movement of crude oil must be done in a safe manner to protect the workers, public and the environment will also be reviewed.

WHO SHOULD ATTEND?

This course is mainly targeted to process technicians, process technologists, and maintenance personnel. The course can also be applicable to employees working with equipment and materials purchasing, equipment procurement, job planning as well as immediate supervisors to the working technicians.

Corporate Partner Solutions

GENERAL COURSES

OIL EXPORT SYSTEMS OPERATIONS (Local)

COURSE OVERVIEW

This course will provide knowledge and understanding of the use of strategic planning to optimise chances of success in oil and gas exploration. It will cover recognising the need for strategic change and how to develop options to respond to changing business environments. It will include implementation of new strategic directions and managing and monitoring performance.
The course builds on a number of case studies showing examples of strategic change and what can be learnt from these. The scope will include the technical, economic and political drivers that shape the performance of all oil and gas organisations. The course will cover the importance of strategic planning at all stages of the exploration value chain (access through to basin selection and exploration play testing).

COURSE OBJECTIVES

The participants will gain understanding of how to recognise the need for a strategic approach; how to develop a set of strategic options and then how to select and implement the appropriate strategy for a given situation.

WHO SHOULD ATTEND?

Geologists, geophysicists, team leaders and managers

Corporate Partner Solutions

GENERAL COURSES

WATER OIL AND GAS SAMPLING AND ANALYSIS (Local)

COURSE OVERVIEW

This course covers the basics of automatic and manual sampling of water, oil and natural gas for the determination of the chemical composition and heating values. The chemistry related problems of mineral scales, corrosion, bacteria, and oily water will be generally reviewed. It also provides an overview of the operation, calibration, and maintenance of analyzers while addressing the design, installation, operation, and maintenance of odorant injection and detection systems. Once a by-product of oil production, discarded and flared off natural gas has become an increasingly valuable energy source. The ability to verify the composition of the hydrocarbon gas is critical to the determination of its commercial value. This course will also provide the participants with the knowledge necessary to understand the importance of accurate and reliable sampling which allows both buyer and seller to be confident of a fair transaction

COURSE OBJECTIVES

The basic objective of crude oil sampling which is to obtain a small portion or "spot" sample for analysis and the importance of assuring that it is truly representative of the material contained in a large bulk container, vessel, or pipeline shipment will be discussed in this course. Participants will learn that sometimes a series of spot samples may be collected and composited for analysis, which can help to minimize randomness and make for a somewhat more representative sample. Participants of this course will gain the knowledge necessary to understand the importance of water analysis to maintaining the health of water systems and how it typically forms part of a comprehensive management strategy. Such monitoring methods need to be implemented and maintained to ensure best practices and acknowledge any important alterations in microbial activity or water quality.

WHO SHOULD ATTEND?

This course is mainly targeted to process technicians, process technologists and maintenance personnel. The course can also be applicable to employees working with equipment and materials purchasing, equipment procurement, job planning as well as immediate supervisors to the working technicians.

Corporate Partner Solutions

GENERAL COURSES

HEATING VENTILATION AND AIR CONDITIONING (HVAC) SYSTEM

OPERATION (Local)

COURSE OVERVIEW

This course exposes participants to an overview of Heating, Ventilation and Air Conditioning (HVAC) Systems used in industrial environments. HVAC systems provide comfortable living conditions. They are key piece of the infrastructure required to keep positive pressure within any building housing people. In an industrial setting they also must have detection systems to sense associated hazardous which could lead to potentially dangerous situations.
HVAC systems contain inherent and potential dangers which must make operations, monitoring and proper handling of maintenance extremely important. Participants of this course will gain an understanding of the major components and associated safety systems. Important elements such as heat transfer systems, ventilation and air conditioning operations will also be covered to provide participants with a complete understanding of the underpinnings of these systems.

COURSE OBJECTIVES

Participants will learn about key operational functionality and monitoring associated with HVAC systems. Critical topics including health, safety and environmental impacts of these systems will also be reviewed.

WHO SHOULD ATTEND?

This course is mainly targeted to process technicians, process technologists and maintenance personnel. The course can also be applicable to employees working with equipment and materials purchasing, equipment procurement, job planning as well as immediate supervisors to the working technicians.

Corporate Partner Solutions

GENERAL COURSES

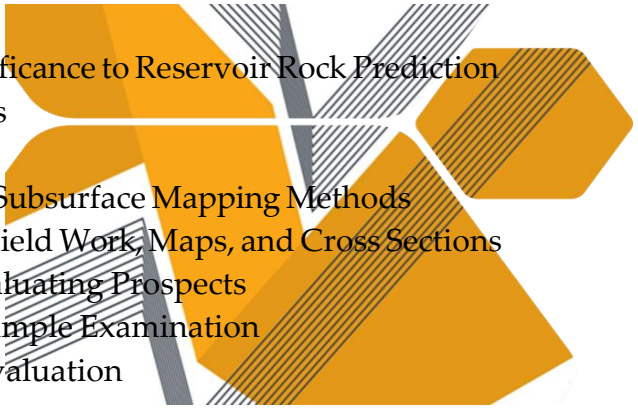
PETROLEUM GEOLOGY FOR NON-GEOLOGIST (Local)

COURSE OVERVIEW

This introductory course is designed for industry professionals with no prior geological training. Registrants will gain an understanding of fundamental geological principles and the tools and techniques used in petroleum exploration. An emphasis in the course is to provide the background and terminology required to communicate more effectively with geoscientists. The course introduces the various "tools of the trade" and explains their use. Examples are provided from a world-wide selection of important oil fields and major plays in the locale where the course is taught. Comprehensive introduction to petroleum geology for those with little or no previous geological experience, offering a valuable insight into the work of an E&P Geologist.

COURSE OBJECTIVES

- Origin, Nature, and Occurrence of Petroleum
- Identifying and Classifying Rocks - Source Rocks, Reservoir Rocks, and Seals
- Sedimentology and Stratigraphy
- Depositional Environments and their Significance to Reservoir Rock Prediction
- Geologic Time and Dating Geologic Events
- Structural Geology - Folding and Faulting
- Formation of Petroleum TrapsSurface and Subsurface Mapping Methods
- Reconstructing Geologic Events Through Field Work, Maps, and Cross Sections
- Exploration Methods - Generating and Evaluating Prospects
- Working with Logs, Sources of Data and Sample Examination
- Oil Shows at the Wellsite and Formation Evaluation



WHO SHOULD ATTEND?

Anyone with an interest in developing a deeper understanding of operational geology; from fellow project team members who would benefit from learning more about the drilling/geology aspects, through to admin, sales, marketing, HR, legal and finance personnel. This course does not require prior knowledge, but a general understanding of the E&P business would be beneficial for attendees.

Corporate Partner Solutions

GENERAL COURSES

MAINTENANCE TESTING AND DIAGNOSTICS (Local)

COURSE OVERVIEW

This seminar will provide a comprehensive understanding of all the maintenance, inspection, diagnostics, testing, troubleshooting, refurbishment, commissioning, and protective systems of all electrical equipment including: transformers, inverters, rectifiers, motors, variable frequency drives, uninterruptible power systems, generators, circuit breakers, fuses, and industrial batteries. It will cover in detail all the inspection methods and tests required to identify faults and deficiencies in electrical equipment, the repair techniques and available refurbishment methods, as well as the activities required to commission this equipment and will also cover all protective systems associated with this equipment. The objective of the seminar is to maximize the efficiency, reliability, and longevity of this type of equipment by providing an understanding of the common problems and repair techniques, preventive and predictive maintenance.

COURSE OBJECTIVES

- Procedures for inspection, diagnostics, troubleshooting, and testing
- Maintenance activities and specifications
- Commissioning activities and specifications
- Repair and refurbishment techniques
- Enclosures and Sealing Arrangements
- Codes and Standards
- Common Operational Problems and critical components
- All protective systems

WHO SHOULD ATTEND?

- Engineers of all disciplines
- Managers
- Technicians
- Maintenance personnel
- Other technical individuals (this seminar is suitable for individuals who do not have an electrical background)

Corporate Partner Solutions

GENERAL MANAGEMENT COURSES

MAINTENANCE WORK PLANNING & EXECUTION

COURSE OVERVIEW

The course demonstrates the use of statistics to formulate a maximum profit maintenance plan, illustrating the separate controls necessary, along with measurement and strategy. The delegate can then formulate a self-directed management plan or apply a sophisticated computerized plan.

COURSE OBJECTIVES

- Maintenance Management Tools
- Resource Control
- Work Planning and Scheduling
- Materials Control
- Labour Management
- Training
- Manpower Forecasting
- Reliability Management
- Life Cycle Analysis
- Financial Management
- Safety & Regulatory Management
- Risk Assessment
- Cross-Functional and Team-Based Cultures
- Performance Measurement Systems
- Computerized Maintenance

WHO SHOULD ATTEND?

For: Managers and supervisors responsible for maintenance.

Corporate Partner Solutions

GENERAL MANAGEMENT COURSES

SERVICE LEVEL AGREEMENTS: PLANNING, NEGOTIATION AND MANAGING HIGH QUALITY

COURSE OVERVIEW

In the competitive environment of today, managing your contracts regarding outsourced activities like IT, operations, maintenance and facilities management are more than ever an important issue. Service Level Agreements (SLAs) are being applied as a highly effective way to manage and control the relationship between the service provider and the end-user, both internally and externally.
It manages the expectations of both parties, sets out the parameters of responsibility and offers performance indicators. Creating and managing formal agreements with suppliers of equipment and maintenance services requires not only a complete understanding of the business requirements and organization needs, but also depends on keeping up-to-date on contracting.
This training seminar will ensure that you understand how to decide rationally what activities to outsource and what not, how to select the best contractor and how to evaluate the delivered performance of all parties involved. You will understand the different contract types, the pros and cons of SLAs, avoid the potential pitfalls and improve the performance. Balanced scorecards to measure the contractor performance, used in several branches will be discussed. Through a combination of teaching and group work, you will leave the seminar with practical tools & practices to develop improved SLAs.

COURSE OBJECTIVES

- Understand basic outsourcing considerations
- Learn the features, functions and benefits of lean contracts
- Understand the different contract types and when/how to apply them
- Understand the basics of SLAs and learn how to define service levels
- Understand how to monitor the contractor performance and relate the performance to penalties and rewards and negotiating tips & tricks
- Learn how to develop and negotiate a contract – the contracting cycle
- Understand Learn how to manage SLAs during the contracting period

WHO SHOULD ATTEND?

The training seminar will benefit all professionals negotiating contracts (SLAs) and managing relationships with internal and external suppliers.

Corporate Partner Solutions

GENERAL MANAGEMENT COURSES

AUDITING THE HUMAN RESOURCES FUNCTION

COURSE OVERVIEW

This HR compliance training will cover auditing human resources practices for compliance and liability to help identify and correct any areas that may not comply with applicable laws and/ or do not comply with company policy. The purpose of a Human Resources audit is to assess the effectiveness of the Human Resources function and to ensure regulatory compliance. The audit can be conducted by anyone with sufficient Human Resources experience. Having experience working in more than one company is a plus, as it provides the auditor with a broader perspective. There's an advantage to having the audit conducted by an external consultant. Because the external consultant has fewer biases about the organization and has less personal interest in the outcome than an employee of the company, the external consultant may be more objective.

COURSE OBJECTIVES

Auditing the Human Resources of a company is not only a means to perform "due diligence" for your company, but is a measuring tool to determine what needs to be improved to achieve a higher standard of excellence within your company and fair and consistent handling of human resource issues leading to a more content and productive workforce.. Auditing the Human Resources of a company is not only a means to perform "due diligence" for your company, but is a measuring tool to determine what needs to be improved to achieve a higher standard of excellence within your company and fair and consistent handling of human resource issues leading to a more content and productive workforce.

WHO SHOULD ATTEND?

- Vice Presidents, Directors, & Managers of Human Resources
- Employment Managers
- Employee Relations Professionals
- Chief Talent Officers
- HR Coordinators/Supervisors
- Recruiters
- HR Administrators
- HR Analysts
- Auditors

Corporate Partner Solutions

GENERAL MANAGEMENT COURSES

INTERNATIONAL OIL AND GAS LAW CONTRACTS AND NEGOTIATION

COURSE OVERVIEW

This course offers delegates the opportunity to study the legal aspects of the oil & gas industry and, in doing so, to develop a practical expertise in this niche area of the law. Oil and Gas Law is a core area underpinning the working of the Oil and Gas industry. All the transactions, the regulation, the tax yield to the Government, the settlement of disputes, the nature of contracts, the international framework and jurisdictional aspects are the essence of how the industry works. Many professionals who work in the oil and gas sector are required to consider the possible legal implications of their actions.
Much of oil and gas law centres around the contracts that are negotiated and implemented between those involved in the extraction, refinement and transportation of oil and gas products. The contractual legal framework surrounding the industry affects not only those involved directly in these activities but also those supplying goods and services that support these activities.
The law of contract is not the only area of the law to have a major part to play in these legal relationships. There are sources of law that are not based in the agreement between the parties, which are equally important. There are also statutory obligations, such as those in the areas of health and safety, the environment and taxation. These obligations apply across the globe. This course will help delegates to gain in depth knowledge of the main legal principles affecting the industry.

COURSE OBJECTIVES

However, wherever possible, the course materials and teaching will be contextualised to incorporate the law as well as the practices of professionals from other countries in attendance. Furthermore, wherever possible, problems and solutions in other jurisdictions will also be examined. Practical application of the legal principles is of fundamental importance to this qualification. This is reflected in two ways: (1) in the interactive and practical nature of the regular activities and the assessment question in each module and (2) the significant input in the preparation of materials and delivery of teaching by oil and gas legal experts.

WHO SHOULD ATTEND?

Petroleum managers who deal with international oil and gas legal matters in the course of their business, and legal professionals with little formal, specialized training in oil and gas law, but expect to deal with international oil and gas law matters.

Corporate Partner Solutions

GENERAL MANAGEMENT COURSES

PROFESSIONAL PURCHASING SKILL: PURCHASING MANAGEMENT MASTER CLASS

COURSE OVERVIEW

Building on the general good-business principles for purchasing an organisation's requirements, this course exposes a range of tools and techniques that are aimed at reducing costs, achieving faster process times and improved overall performance of the organisation's total procurement process. Good interaction of various functions/departments is essential if these objectives are to be achieved. The purchasing department alone cannot gain all the potential benefits that are often available to an organisation. Typically, faster process times can allow the company to operate with lower levels of stock-holding whilst still giving the required service level to the users of the materials. But this requires staff in several departments to recognise what they can do to help reduce process times – and contribute to cost-saving initiatives. The course is of a 'workshop' style - and uses a number of case studies and practical exercises to demonstrate the tools & techniques being addressed.

COURSE OBJECTIVES

- Staff with some existing experience in the procurement & supply of materials & equipment of a technical nature who need to explore other ways of working.
- Technical staff who have need for - and specify - the items, as well as front-line staff in purchasing, inventory and warehouse activities.
- Staff in a position to introduce different strategies and tactics to their organisation's existing procurement & supply procedures – typically senior supervisors / middle managers earmarked for promotion. These might include staff in Finance & Quality Management roles.

WHO SHOULD ATTEND?

Individuals involved in any aspect of sourcing, tendering, selecting, forming, and executing contracts with suppliers of goods and services to the oil and gas industry. Included are project technical roles such as facilities engineers, drilling engineers, project engineers, commissioning engineers, contracts engineers, and planning engineers.

Corporate Partner Solutions

GENERAL MANAGEMENT COURSES

CONTRACT AND TENDER FUNDAMNETALS

COURSE OVERVIEW

This course is designed to help companies award the right contracts to the best providers. Contracting involves many roles that must work together to negotiate, document, and ensure a reliable supply of goods and services for capital projects and ongoing operations. Everyone involved in contracting with suppliers and service providers must understand the entire process, the keys to success, and what is required of their role if contracts are to be effective in managing supply risks.

Materials and exercises in this course are specifically built around oil and gas industry issues.

- How to better manage project and legal risks with the contracting process
- How to successfully manage disputes and contract performance issues
- What is required in a successful tender package
- How to identify the appropriate contract price strategy to minimize financial risks and contract costs
- The difference between cost and price analysis and how to use each technique to evaluate a proposal
- Appropriate commercial and legal contract terms and conditions

COURSE OBJECTIVES

- Overview of the contracting process
- Using a formal contract change control process
- Key issues in forming a contract in the oil and gas industry
- Establishing risk management priorities throughout the contracting process
- The legal environment and best use of legal counsel in contracting
- Avoiding and managing contract disputes in a challenging industry
- The tendering process and key documents in the tender package
- Buyer and seller pricing objectives to consider when tendering
- Tools used in tendering to address financial key risks
- Types of contracts and examples of industry applications
- Using economic price adjustment clauses in lump sum agreements
- Bid evaluation and award considerations including price/cost analysis

WHO SHOULD ATTEND?

Individuals involved in any aspect of sourcing, tendering, selecting, forming, and executing contracts with suppliers of goods and services to the oil and gas industry. Included are project technical roles such as facilities engineers, drilling engineers, project engineers, commissioning engineers, contracts engineers, and planning engineers.

Corporate Partner Solutions

GENERAL MANAGEMENT COURSES

EFFECTIVE MATERIALS MANAGEMENT

COURSE OVERVIEW

This course covers practical considerations essential to achieve major improvements in planning, buying, storing, and disposing of the vast array of materials and spare parts needed in the oil and gas industry. Evolving best practices by major oil and gas companies are explored under three inter- related modules - inventory management, warehousing, and investment recovery including setting comprehensive inventory goals and objectives, understanding carrying costs and economic order quantity theory, improving material identification and coding and using formal procedures for making the decision to stock.

- Determining safety stock levels and order points and understanding material forecasts.
- Improving min/max systems and settings and segmenting inventory for analysis.
- Creating best practices in the physical control of materials.
- Measuring record accuracy and improving cycle counting systems.
- Increasing the use of warehouse technologies & Establishing a warehouse scorecard.
- Improving warehouse safety and security, preventing and reducing surplus materials.
- Understanding investment recovery techniques.
- Using the disposition value chain for investment recovery.

COURSE OBJECTIVES

- How to provide better customer service for long lead or critical materials and spare parts essential to the success of any well field operation, offshore platform, refinery, gas plant, or chemical processing facility
- How to establish the best methods of inventory analysis and create performance measures for min/max and order point systems
- How to improve warehousing efficiency, layout, and space utilization for better inventory management
- How to improve inventory record accuracy and physical control of materials to lower inventory levels and increase space utilization

WHO SHOULD ATTEND?

Professional and management personnel who have responsibility for materials, spare parts, and supplies needed to support any refinery, gas plant, onshore/offshore production, or other industry operations.

Corporate Partner Solutions

GENERAL MANAGEMENT COURSES

STRATEGIC PROCUREMENT AND SUPPLY CHAIN MANAGEMENT

IN THE OIL AND GAS INDUSTRY

COURSE OVERVIEW

The development and implementation of carefully crafted strategies for the procurement of all goods, equipment, materials, and services has become a critical issue for all those in the oil and gas industry wishing to reduce operating cost while improving quality and productivity. This program explores key concepts forming the basis of strategic supply management, and moves today's supply management organization from its typical tactical focus to the strategic focus needed to successfully implement the processes and methods needed to reach world-class performance. Some content include Stages to world class supply management, Change and becoming more strategic,

- Supply management skill sets and Defining supply management
- Examples of job descriptions for supply management
- Developing the spend profile and creating time to be strategic
- The ABC (Pareto) analysis and what to do with it
- Material/services purchasing code development
- Elements of cost that make up the price, developing "should cost"
- Producer price indexes and Requesting supplier's cost and pricing data.

COURSE OBJECTIVES

- Stages to world class supply management
- Many increased skill sets in supply management
- Greater abilities in leading continuous improvement programs
- Ways in dealing with economic uncertainties and organizing spending profiles.
- Questions for internal surveys to enhance purchasing performance
- How to develop a "Purchasing Coding System"
- Steps in the development of a Composite Purchase Price Index
- How to get more time to work on strategic issues
- Critical steps in negotiation planning and strategies
- To understand the elements of cost that make up a supplier's price
- Categories that should be included in a purchased materials/services strategic plan outline

WHO SHOULD ATTEND?

Managers and professionals in supply management, procurement, purchasing, contracts, materials, inventory control, projects, maintenance, operations, finance, as well as all other professionals

interested in lowering total cost and increasing productivity and profit contributions from better supply management operations.

Corporate Partner Solutions

GENERAL MANAGEMENT COURSES

ADVANCED MANAGEMENT TECHNIQUES

COURSE OVERVIEW

This course is designed to assist individuals in enhancing and sharpening their existing leadership skills. Participants will learn to develop a strong leadership presence, apply emotional intelligence (EI) competencies, demonstrate flexibility in their leadership approach, develop the leadership potential of a team, and make ethical decisions. Through self-assessments, practical group exercises, and discussions, participants will have the opportunity to apply learned strategies to different individual, team, and organizational situations.

- Developing Leadership Presence and Pathway to Self-Understanding
- Learning a New Skill and The Role of Self-Awareness
- What Is Emotional Intelligence and Misconceptions About Emotional Intelligence
- Emotional Intelligence and the ECQS and Emotional Intelligence Framework
- The Johari Window and A Long Term Development Approach
- The Amygdala Hijack and Your Impulse Controls
- Managing Conflict and Ethical Decision Making
- What Is Ethics and The Importance of Core Ethical Values
- Ethical Dilemmas, Ethical Consistency and Ethical Congruence

COURSE OBJECTIVES

- Develop a strong leadership presence and solving ethical dilemmas
- Apply emotional intelligence (EI) competencies to enhance individual, team, and organizational performance
- Demonstrate flexibility in their leadership approach to maximize effectiveness
- Develop the leadership potential of a team
- Strengthen a team's leadership role in an organization

WHO SHOULD ATTEND?

This course is designed for seasoned leaders who would like to enhance their thinking, behaviour, and actions to address complex leadership challenges.

Corporate Partner Solutions

GENERAL MANAGEMENT COURSES

INTERCOMMUNITY, INTERGOVERNMENTAL RELATIONSHIP AND DIPLOMACY

COURSE OVERVIEW

This course explores the growth in intergovernmental relationships between Native nations and federal, state, local, and other tribal governments. It examines the pros and cons of litigation versus negotiation in resolving intergovernmental conflicts, and demonstrates how Native nations across Indian Country are using formal intergovernmental agreements as important nation-building tools. Featuring the first-hand perspectives of more than 60 Native leaders and scholars, it presents case studies of several Native nations who have forged creative relationships with governmental and non-governmental partners to advance their strategic priorities and solve common problems.

COURSE OBJECTIVES

- Native Nation Building
- Remaking Governance
- Intergovernmental Relations
- Some strategies Native nations can use to find common ground with other governments
- The ways intergovernmental agreements can serve as nation-building tools
- The act of forging partnerships with other governments represents an exercise of tribal sovereignty, not a loss of it
- The factors driving the growth in intergovernmental and intertribal relationship building
- What Native nations should consider in deciding which path (litigation or negotiation) to pursue to resolve intergovernmental conflicts
- The breadth and diversity of traditional Indigenous governance systems
- How colonial policies impacted Indigenous governance and governments, and the contemporary legacies of those policies

WHO SHOULD ATTEND?

This course is designed for seasoned leaders who would like to enhance their thinking, behaviour, and actions to address complex leadership challenges.

GENERAL MANAGEMENT COURSES

RISK ASSESSMENT/ MANAGEMENT

COURSE OVERVIEW

In this course, get a good practical handle on choosing well alternatives with a simple mathematical calculation. You learn how to differentiate between mutually exclusive choices and the best in- line opportunities. You see how this can be applied to coiled tubing workovers as well as fishing. You learn to expand this through process to multiple uncertainties and risk, and how to put it all together.

COURSE OBJECTIVES

Major Topics Covered:

- Simple Risk-Weighted Decision-Making
- Improving Fishing Economics
- Uncertainties and Statistics
- What To Do About "Unwanted" Risks
- Putting It All Together

WHO SHOULD ATTEND?

For Drilling, production, facility and geologic personnel making decisions in the face of risk or uncertainty

Corporate Partner Solutions

GENERAL MANAGEMENT COURSES

FUNDAMENTALS OF INTERNATIONAL OIL AND GAS LAW

COURSE OVERVIEW

International petroleum transactions occur within a complex legal environment that limits what petroleum companies, host governments and service companies can do, and interprets and enforces many of their promises. Petroleum professionals often lack the broad understanding of what makes up this legal environment and how it can have an impact on their work. This course is designed to give participants a basic understanding of the legal fundamentals that make their international transactions work, including the principles that apply to interpreting and enforcing their agreements, the procedures for resolving their disputes, addressing interpretational issues posed by common contract provisions, and avoiding liability under environmental and bribery laws. The course will teach participants to confidently identify potential legal problems, address them before they become serious, and facilitate the smooth interaction between oil and gas professionals, host government representatives, and their lawyers.

COURSE OBJECTIVES

- Law governing international petroleum transactions (including significant differences between various national legal systems, and the sources, principles, and limits of international law as applied to petroleum transactions)
- Effects of international trade (and producing country) agreements such as the E.U., NAFTA, Mercosur, and OPEC .
- Procedures under and enforcement of common arbitration provisions
- Basic legal concepts of ownership of mineral rights (onshore, offshore, and deep sea bed.
- State-owned entities and privatization and Marketing and transportation.
- Legal interpretational issues of common contract provisions Interpretational issues for service contracts and Operating agreements and unitized operations
- Criminal and civil liability for oil spills Indemnification and guaranty issues
- Recognize differences between international legal systems and transactions
- Understand legal fundamentals behind international transactions.

WHO SHOULD ATTEND?

Petroleum managers who deal with international oil and gas legal matters in the course of their business, and legal professionals with little formal, specialized training in oil and gas law, but expect to deal with international oil and gas law matters.

Corporate Partner Solutions

GENERAL MANAGEMENT COURSES

NEGOTIATION AND CONFLICT MANAGEMENT IN ORGANISATIONS

COURSE OVERVIEW

The ability to negotiate effectively and manage conflict is one of the most valuable skill sets we can develop within our organisation. Not only does developing these skills allow us to negotiate better deals by creating and then claiming value, but it also enables us to manage teams more expertly, interact more constructively with colleagues and manage conflict effectively. This seminar provides both a comprehensive strategic analysis of the negotiation process as well as the essential tools for planning and managing every negotiation. Delegates will learn to negotiate excellent outcomes both externally with suppliers, contractors and customers but also internally within your organisation between colleagues, departments and managers. Delegates will learn how to become aware of their own natural negotiation and conflict management style; develop a detailed understanding of negotiation through a detailed analysis of the process; gain the essential tools and knowledge to plan and manage every negotiation; understand key negotiation strategies; how to apply them in a range of situations and enhance their ability to add value through the negotiation process. and build on their existing experience and skill to become a highly effective negotiator and conflict manager.

COURSE OBJECTIVES

The aim of this course is to provide delegates with a practical skill base that will allow them to:

- Gain self-awareness of their personal negotiation and conflict management style
- Understand the key analysis of the negotiation and conflict process
- Learn how to achieve collaborative value adding negotiation results
- Expand their range of negotiating skills and strategies
- Be able to use a three-step planning guide to analyse and prepare for a negotiation
- Develop the ability to mediate their own disputes and negotiations and to become a more skilled and effective negotiator.

WHO SHOULD ATTEND?

This course combines action learning, practical insights, and leading edge theoretical concepts. This course is targeted at: Ambitious Professionals, Management Teams, Team Members and Administrators

Corporate Partner Solutions

GENERAL MANAGEMENT COURSES

MANAGING TENDERS, SPECIFICATIONS AND CONTRACTS

COURSE OVERVIEW

A major portion of every organization's operating cost is spent on outside goods and services. Based on this fact, executive management everywhere is determining that Managing Tenders, Specifications, and Contracts must emerge as a critical core competency if organizations are to increase revenue. This seminar is designed to explore many of the best practices in the initial phases of contracting so that participants will be able to implement the steps needed to create maximum total value for their organization. Included in the vast number of topics that brings increased professionalism to these important functions are:

- Elements of a good procurement & competitive bidding process
- Developing high quality specifications and Developing tender evaluation criteria
- Selecting the right contracting strategy and Contract preparation

Organizations will benefit by having better outcomes in commercial transactions; seeing improvements in the performance of contractors; lower total cost of ownership for materials, equipment & services; better trained contract personnel leading and guiding the contracting process; and ontinuous improvement in customer service.

COURSE OBJECTIVES

Participants attending the seminar will:

- Discuss Elements of Good Procurement Process
- Develop methods of Contractor Performance Measurement
- Learn methods of Tender Evaluation and Review Contract Strategies
- Explore steps in Developing Performance Based Service Contracts
- See examples of important commercial Contract Clauses
- Be presented the Essential Elements of A Contract
- Be given examples of Contract Checklist

WHO SHOULD ATTEND?

Contracts, Purchasing, and Project personnel. Engineering, Operational, and Maintenance personnel. All others who are involved in the planning, evaluation, preparation and management of tenders, specifications, awards, and contracts that cover the acquisition of materials, equipment, and services and who are in organizations whose leadership want high levels of competency in those involved in these activities.

Corporate Partner Solutions

(Local)

GENERAL MANAGEMENT COURSES

MANAGING TENDERS, SPECIFICATIONS AND CONTRACTS

COURSE OVERVIEW

A properly designed and effective performance management process will require a range of techniques including agreeing objectives, reviewing and monitoring performance, giving feedback, coaching, training and development and reward and of course, appraisal itself. The course will demonstrate how these techniques link to the role of HR and the role of the line-manager. This course is focused on both the theoretical and the practical. There will be a practical skills workshop conducted each day where what has been learned will be put into practice.

- How to design and introduce an effective performance management scheme
- The skills that managers, supervisors and team leaders need to be effective in performance management
- Making performance appraisal work in a multi-cultural environment
- Managing and improving poor performance
- Maintaining good performance – the psychology of positive reinforcement
- Advanced performance management.

COURSE OBJECTIVES

Participants attending the seminar will learn to:

- Understand performance management in a multi-cultural environment
- Describe the purposes of performance management, from an organizational point of view
- Describe the purposes of performance management from an individual's point of view
- Demonstrate the skills involved in each of the four steps of performance management
- Describe best practice in assisting with employee work-performance problems
- Make the links between performance management and corporate strategy

WHO SHOULD ATTEND?

- All Line Managers and Professionals
- Team Leaders
- Supervisors who are or will be responsible for the use and application of performance management and appraisal techniques
- HR, ER or Personnel Staff

Corporate Partner Solutions

PROJECT MANAGEMENT COURSES

PROJECT FINANCING IN GLOBAL OIL AND GAS SECTOR

COURSE OVERVIEW

The CPS Group are delighted to announce Project Financing in Oil and Gas (International). Specifically design to focus on Project Finance our inaugural training will bring together leading lenders, lawyers and operators to discuss the key developments and issues that surround the industry. CPS's Project Financing in Oil and Gas (International) will give a comprehensive overview of the industry to date discussing PF techniques, reserve base lending, commercial structure and risk analysis, the shale gas market, on and offshore projects, pipeline and infrastructure plus much more. This 5day training and interactive workshop is a must attend event for any year giving you the opportunity to hear from leading case studies and projects that have successfully secured the loans. Can you afford to miss out? With representatives from across all countries this training will be a fantastic opportunity for companies within oil and gas to talk with leading experts who are currently working on projects. This is a unique opportunity to hear about Project Finance expressed from the view of the lenders from around the globe. The diversity of companies representing all aspects of project finance will bring a wealth of experience to the delegates.

COURSE OBJECTIVES

Project Finance will enable delegates to have a broad spectrum of ideas and opinions to use on their own projects.

- Understand the differences between offshore and onshore project
- Recognize what the lenders need to see in order to secure your loan
- What can you learn from others who have successful undertaken Project Finance projects in North America?
- Evolution of Project Finance in Upstream/Midstream: Where We Have Been and Where the Industry Is Trending
- Structured Financing Techniques in Oil and Gas Project Finance
- Changing Landscape for Project Finance.

WHO SHOULD ATTEND?

Head of Oil, Gas & Petrochemicals, Project Finance, Associate Director, Business Development Manager, Chief Financial Officer, Director of Commercial and Gas, Directors of LNG, Economics and Strategic Planning Advisors, Legal Directors, Managers of Corporate Finance, Country Operations Managers and Deputy Managers, Project Directors, Sr. Business Directors, Technical Directors of Development and Planning and Treasury Managers.

Corporate Partner Solutions

PROJECT MANAGEMENT COURSES

APPLIED PROJECT MANAGEMENT (Upstream/Downstream)

COURSE OVERVIEW

Upon completion of this course, the participant will understand the engineering, procurement, and construction phases, and be able to utilize fit-for purpose project management techniques and project control tools to facilitate successful project outcomes. The specific training received in schedule and cost management will help the early career project manager make the best decisions possible. Participants will learn how the project management, drilling and completion, HSE, land, production, and transportation disciplines relate to one another and what tools are available for the project manager to use to ensure interfaces among key stakeholders are managed. The course is taught using a combination of instruction, facilitated discussion, and hands-on exercises using real-world project examples related to facilities design, procurement, and construction. The exercises will include both individual and group activities that will provide each participant with a hands-on application of the principles and practices discussed throughout the course.

COURSE OBJECTIVES

- Define the engineering, procurement, and construction phases and execute them skillfully
- Identify key constraints and interfaces and develop action plans to address them
- Develop scopes of work, cost estimates, and schedules
- Prepare project execution plans
- Utilize progress measurement and control techniques
- Field development programs and the project delivery system
- Organization and resources
- Engineering, Construction and Project execution plan
- HSE and project risk management
- Procurement and contracting; Cost estimating and Planning and scheduling

WHO SHOULD ATTEND?

Head of Oil, Gas & Petrochemicals, Project Finance, Associate Director, Business Development Manager, Chief Financial Officer, Director of Commercial and Gas, Directors of LNG, Economics and Strategic Planning Advisors, Legal Directors, Managers of Corporate Finance, Country Operations Managers and Deputy Managers, Project Directors, Sr. Business Directors, Technical Directors of Development and Planning and Treasury Managers.

Corporate Partner Solutions

SALES AND MARKETING COURSES

ADVANCE SELLING SKILLS AND TECHNIQUES

COURSE OVERVIEW

To build on the core selling skills and to introduce more advanced sales concepts. To analyse in depth how behaviour impacts on the way customers buy and to establish ways of identifying these customer preferences thereby converting them into opportunities to sell. We look at more advanced sales skills, such as negotiation, account management and advanced selling techniques. Coure content includes:

- Building rapport and Matching solutions to needs
- Customer motivations and When to present the product and what to present
- Objection handling, Closing the sale and Advanced negotiating skills
- Managing key accounts, Proposal writing and Setting goals

COURSE OBJECTIVES

- Assess the buying preferences of the customer
- List effective questions that can be used to develop an understanding of the customers motivational drivers and aspirations
- Demonstrate how to build rapport with a wide variety of customers
- Describe how to match product solutions to customers individual needs and buying styles
- Demonstrate how to gain commitment to the next step
- Manage key accounts
- Negotiate contracts
- Selling to a variety of customers at different levels

WHO SHOULD ATTEND?

Seasoned sales professionals who wish to learn advanced new skills and refresh their existing skills. Senior sales executives, or sales professionals with a number of years' experience. Existing sales knowledge and experience would be useful for this course.

Corporate Partner Solutions

SALES AND MARKETING COURSES

DOWNSTREAM SALES AND MARKETING

COURSE OVERVIEW

The business of oil and gas is multifaceted, technically complex, highly capital intensive and often confronted with potential risks and uncertainties. The business of crude oil, natural gas and LNG is impacted by global events, world-wide supply & demand depended, and therefore truly international. Today's oil companies' are dealing with ever increasing levels of complexity and competition. The innovative technologies in the recovery of oil and gas are also changing the landscape of petroleum industry. Integration of refining and petrochemicals to achieve greater efficiencies is yet another critical factor in the business. Managing international supplies, refining and trading of oil require several cross-functional skills. The continued low price scenario signals the survival of the fittest in the industry. To achieve maximum effectiveness, managers and professionals must continually expand their business knowledge and sharpen their skills. This programme is specifically designed to provide such business acumen using case studies, technical videos, and interactive participation.

COURSE OBJECTIVES

- The basics of oil and gas exploration, production, and its recovery economics to fully understand this global business that fuels the global economy.
- Fundamentals of oil economics and of crude oil transportation.
- Basic Refinery operations, economics and the environmental aspects
- Basic Principles in crude oil pricing and overview of crude oil and refined products markets.
- Essential elements in crude oil and refined products sales contracts
- The essential concepts and business practices of the international oil supply, transportation, refining, and trade in oil and gas industry.
- Supply logistics - major international pipelines, shipping routes, and choke points.
- It seamlessly covers the wide-array of critical business functions, processes, and appropriately deals with the business practices and tactics to build the necessary business acumen.

WHO SHOULD ATTEND?

Business Development managers, Corporate Planning professionals, Geoscience & Engineering professionals, Refinery professionals, Supply Planners & Scheduling professionals, Government regulators, Law professionals, Tax & Finance advisors, Auditing personnel, Compliance officers, Equity analyst and Bankers, Joint Venture officers, Negotiators and Contracting professionals, Trading professionals.