

# aractech

Global Learning for Operational Leaders

OIL AND GAS | OG-003

## International Oil and Gas Business Management

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# Course content

## Why Attend

The global oil and gas industry is shaped by complex supply chains, geopolitical dynamics, regulatory frameworks, and volatile market conditions. Managing business operations in this sector requires a deep understanding of international markets, commercial strategies, risk management, and project execution. This course equips professionals with the knowledge and tools to effectively manage oil and gas businesses across upstream, midstream, and downstream operations. Participants will gain insights into global energy markets, investment decision-making, contract management, and strategic planning to enhance competitiveness and profitability.

## Course Methodology

• This course combines strategic business theory with real-world oil and gas case studies. Participants will engage in interactive discussions, scenario analysis, and group exercises focused on international operations. Practical workshops will cover market analysis, contract negotiation, financial evaluation, and risk management. Case studies from major global energy projects will provide applied insights into business decision-making in the sector.

## Course Objectives

- Understand the global oil and gas value chain and market dynamics
- Analyze international energy markets and pricing mechanisms
- Develop business strategies for oil and gas operations
- Manage contracts, joint ventures, and partnerships
- Evaluate investment opportunities and financial performance
- Identify and mitigate risks in international operations

## Target Audience

- Oil and Gas Executives and Managers
- Business Development and Strategy Professionals
- Project Managers and Engineers in energy sector
- Finance and Commercial Managers

# Course outline

## Detailed course outline

Day-by-day outline for International Oil and Gas Business Management.

### Day 1 - Global Oil and Gas Industry Overview

- Structure of the global energy market
- Upstream, midstream, and downstream operations
- Key players and international oil companies (IOCs/NOCs)
- Supply and demand dynamics
- Introduction to energy economics

### Day 2 - Market Analysis and Pricing Mechanisms

- Oil and gas pricing fundamentals
- Benchmark pricing (Brent, WTI, LNG pricing models)
- Market forecasting and demand analysis
- Impact of geopolitical events on energy markets
- Energy trading basics

### Day 3 - Business Strategy and Investment Decisions

- Strategic planning in oil and gas companies
- Investment appraisal techniques (NPV, IRR)
- Portfolio management and capital allocation
- Mergers, acquisitions, and partnerships
- Business model innovation in energy sector

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### Day 4 - Contracts, Risk, and Project Management

- Types of contracts in oil and gas industry
- Production sharing agreements (PSAs)
- Risk identification and mitigation strategies
- Project management principles in energy projects
- Regulatory and compliance considerations

### Day 5 - International Operations and Future Trends

- Managing global operations and supply chains
- Cross-border legal and regulatory frameworks
- Sustainability and energy transition
- Digital transformation in oil and gas
- Case studies and strategic business simulation

# Seminar dates

## Available seminar dates

Live dates and pricing for International Oil and Gas Business Management generated from the course details page.

Date	Location	Format	Fee
18 - 22 May 2026	Barcelona	Classroom	€3,080
1 - 5 June 2026	London	Classroom	€3,150
8 - 12 June 2026	Munich	Classroom	€2,940
6 - 10 July 2026	Amsterdam	Classroom	€2,940
10 - 14 August 2026	Istanbul	Classroom	€1,995
14 - 18 September 2026	London	Classroom	€2,975
5 - 9 October 2026	Barcelona	Classroom	€2,695

**Live online option**

Online delivery is available at €1,250.