Oil & Gas Corporate Business Plan Development
CEM10

Oil & Gas Consultancy Services & Technical Training Providers
Enhancing business through knowledge

www.petroconsultenergy.co.uk
Oil & Gas Corporate Business Plan Development (CEM10)

Introduction:

Modern business management starts with a robust and comprehensive business plan.
The development of a business plan requires not only industry knowledge but the understanding of the skills required to put workable business plan together. A corporate business plan represents the “road map” to successful achievement of corporate objectives despite local, global and resource related constraints. In both sectors of the petroleum business, that is, upstream (exploration & production) and downstream (refining, transportation, and marketing) we recognize the pivotal roles of corporate planners, financial accountants, treasurers, and executives equipped with the know-how for effective Business Plan Development.

Course Description:

This course is a workshop-style program that will provide the highly sought after training needed by both new and experienced staff who have responsibility for putting together comprehensive and workable (practical) business plans. The 10-days program will teach the theory of fundamental economics, financial, technical/technological, political and environmental concepts related to the petroleum industry and relevant for an excellent corporate business plan preparation/development.

The theoretical sessions will be followed by analytical sessions that will highlight the most important parameters for oil industry (E&P) mostly (with some downstream examples) business plan development.
The third part of the program will concentrate on practical workshop sessions, with each participant making use of own Laptop computers in computations, sensitivity analysis, simulation of different possibly scenarios related to each organisation or country, and presentation of different aspects of the overall corporate business plan (as prepared by the participant and with the facilitators/class providing a critique) for an Oil & Gas (including LNG) exploration & producing company and or national oil company.

**Course Contents:**

**Part 1**

Development of Technological/Technical Background Knowledge Required:

1. Overview of Oil & Gas Field Exploration & Appraisal
   - the technology & processes
2. Overview of Drilling & Development
   - technology & processes
3. Overview of Oil & Gas Production
   - field processing
   - production equipments
4. Overview of Offshore Operations
   - including sub-sea systems
   - offshore drilling
   - FPSO
   - logistics, etc.
Part 2
Oil & Gas (E&P) Contract Types
1. Overview of the Joint Venture (JV), Production Sharing Contract/Agreement (PSC/PSA) & Service Contract (SC) Types
2. Implications of Contract Types for National Oil Companies (NOC) and International Oil Company (IOC)
3. Business Plan Development with JV, PSC & SC for JV partners and NOCs

Part 3
Economic & Financial Tools & Techniques for Preparation of Business Plans
1. Economic Rates
2. The Macro-economy: Monetary Policy; Fiscal Policy & their impact on Business Plan Preparation
3. Project Feasibility & Viability Analysis for Oil & Gas (E&P) and Downstream projects as key parts of business plan preparation
4. CAPEX and OPEX Items Listing and Costing for Business Plan Preparation Purposes in the Petroleum Industry

Part 4
Business Plan Preparation/Development Guiding Key Principles – the ingredients, skills and know-how required for setting the appropriate objectives and for achieving the set objectives.
1. From the National Oil Company Perspective, e.g.
   • with a view to increase national revenue
   • with a view to increase technological know-how or technology transfer/skills development for the local population
   • for long-term natural resource management & maximization of Benefits
   • for industrialization purposes
2. From the International Oil Company Perspective, e.g.
   • For security of supply to home country
   • For regional risk minimization
   • For profit maximisation
   • For home country/head office HR management purposes

**Part 5**
Workshop Session 1 – using Microsoft Excel Software
Preparation of Worksheets business plan for:
1. E&P Field Development
2. Staff Career Projection
3. Head Office Development
4. ITC Projects and its Integration with Overall Objectives
5. Business Plan Development for New Rounds of Bidding for Acreages / Concessions
6. Sensitivity Analysis of Contract Type Fiscal Components on Business Plan

**Part 6**
Component Parts of an Oil & Gas (E&P) Business Plan

**Part 7**
Workshop Session 2 – Presentation Sessions
Who Should Attend?

- Managers
- Planning Department Staff
- Staff of Financial Accounting & Budgeting Departments
- Assets and New Business Development Department Staff

Date & Venue:

Dates & Venue open to discussion /change upon interest and commitment of 8 or more persons.

Tuition:
£6,250 +VAT

5 easy ways to register or to make an enquiry:
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