COURSE OVERVIEW TM0775
Petroleum Business Management

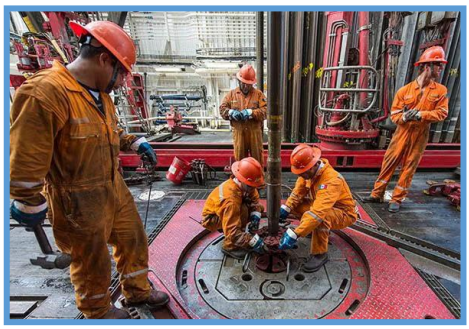
Course Title
Petroleum Business Management

Course Date/Venue
October 11-15, 2026/Tamra Meeting Room, Al Bandar Rotana Creek, Dubai, UAE or Online Virtual Training

Course Reference
TM0775

Course Duration/Credits
Five days/3.0 CEUs/30 PDHs

Course Description



This practical and highly-interactive course includes real-life case studies where participants will be engaged in a series of interactive small groups and class workshops.

This course is designed to provide participants with a detailed and up-to-date overview of Petroleum Business Management. It covers the global petroleum industry, petroleum business models, oil and gas market dynamics and operational risks in oil and gas; the petroleum project lifecycle from a business perspective, key performance drivers in petroleum business and capital and operating cost structures; the economic evaluation techniques, petroleum revenue streams, sensitivity and scenario analysis and project financing methods; and the budgeting and cost control, identification of operational risks, risk assessment methodologies and quantitative risk assessment (QRA).

During this interactive course, participants will learn the risk mitigation and control measures, crisis and incident management and monitoring and reporting of risks; the corporate governance in oil and gas, legal and regulatory requirements and HSE management systems; the strategic risk management, procurement and contracting strategy and stakeholder and reputation management; the operational performance optimization, digital transformation in petroleum business and sustainability and energy transition strategy; and the business continuity and resilience planning.

Course Objectives

Upon the successful completion of this course, each participant will be able to:-

- Apply and gain an in-depth knowledge on petroleum business management
- Discuss global petroleum industry, petroleum business models, oil and gas market dynamics and operational risks in oil and gas
- Explain petroleum project lifecycle from a business perspective, key performance drivers in petroleum business and capital and operating cost structures
- Apply economic evaluation techniques, petroleum revenue streams, sensitivity and scenario analysis and project financing methods
- Carryout budgeting and cost control, identification of operational risks, risk assessment methodologies and quantitative risk assessment (QRA)
- Employ risk mitigation and control measures, crisis and incident management and monitoring and reporting of risks
- Recognize corporate governance in oil and gas, legal and regulatory requirements and HSE management systems
- Implement strategic risk management, procurement and contracting strategy and stakeholder and reputation management
- Apply operational performance optimization, digital transformation in petroleum business and sustainability and energy transition strategy
- Carryout business continuity and resilience planning and business continuity and resilience planning

Exclusive Smart Training Kit - H-STK®

*Participants of this course will receive the exclusive "Haward Smart Training Kit" (**H-STK®**). The **H-STK®** consists of a comprehensive set of technical content which includes **electronic version** of the course materials conveniently saved in a **Tablet PC**.*

Who Should Attend

This course provides an overview of all significant aspects and considerations of petroleum business management for petroleum engineers, oil and gas managers and supervisors, government and regulatory staff, health, safety, and environment (HSE) officers and other technical staff.

Course Fee

F2F Classroom: **US$ 5,500** per Delegate + **VAT**. This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Online Virtual: **US$ 2,750** per Delegate + **VAT**.

Training Methodology

All our Courses are including **Hands-on Practical Sessions** using equipment, State-of-the-Art Simulators, Drawings, Case Studies, Videos and Exercises. The courses include the following training methodologies as a percentage of the total tuition hours:-

30% Lectures
20% Practical Workshops & Work Presentations
30% Hands-on Practical Exercises & Case Studies
20% Simulators (Hardware & Software) & Videos

In an unlikely event, the course instructor may modify the above training methodology before or during the course for technical reasons.

Virtual Training (If Applicable)

If this course is delivered online as a Virtual Training, the following limitations will be applicable:-

Certificates	Only soft copy certificates will be issued to participants through Haward's Portal. This includes Wallet Card Certificates if applicable
Training Materials	Only soft copy Training Materials (PDF format) will be issued to participant through the Virtual Training Platform
Training Methodology	80% of the program will be theory and 20% will be practical sessions, exercises, case studies, simulators or videos
Training Program	The training will be for 4 hours per day starting at 0930 and ending at 1330
H-STK Smart Training Kit	Not Applicable
Hands-on Practical Workshops	Not Applicable
Site Visit	Not Applicable
Simulators	Only software simulators will be used in the virtual courses. Hardware simulators are not applicable and will not be used in Virtual Training

Accommodation

Accommodation is not included in the course fees. However, any accommodation required can be arranged at the time of booking.

Course Certificate(s)

Internationally recognized certificates will be issued to all participants of the course who completed a minimum of 80% of the total tuition hours

Certificate Accreditations

Haward's certificates are accredited by the following international accreditation organizations:

- British Accreditation Council (BAC)

  Haward Technology is accredited by the **British Accreditation Council** for **Independent Further and Higher Education** as an **International Centre**. Haward's certificates are internationally recognized and accredited by the British Accreditation Council (BAC). BAC is the British accrediting body responsible for setting standards within independent further and higher education sector in the UK and overseas. As a BAC-accredited international centre, Haward Technology meets all of the international higher education criteria and standards set by BAC.

- The International Accreditors for Continuing Education and Training (IACET - USA)

  Haward Technology is an Authorized Training Provider by the International Accreditors for Continuing Education and Training (IACET), 2201 Cooperative Way, Suite 600, Herndon, VA 20171, USA. In obtaining this authority, Haward Technology has demonstrated that it complies with the **ANSI/IACET 2018-1 Standard** which is widely recognized as the standard of good practice internationally. As a result of our Authorized Provider membership status, Haward Technology is authorized to offer IACET CEUs for its programs that qualify under the **ANSI/IACET 2018-1 Standard**.

  Haward Technology's courses meet the professional certification and continuing education requirements for participants seeking **Continuing Education Units** (CEUs) in accordance with the rules & regulations of the International Accreditors for Continuing Education & Training (IACET). IACET is an international authority that evaluates programs according to strict, research-based criteria and guidelines. The CEU is an internationally accepted uniform unit of measurement in qualified courses of continuing education.

  Haward Technology Middle East will award **3.0 CEUs** (Continuing Education Units) or **30 PDHs** (Professional Development Hours) for participants who completed the total tuition hours of this program. One CEU is equivalent to ten Professional Development Hours (PDHs) or ten contact hours of the participation in and completion of Haward Technology programs. A permanent record of a participant's involvement and awarding of CEU will be maintained by Haward Technology. Haward Technology will provide a copy of the participant's CEU and PDH Transcript of Records upon request.

Course Instructor(s)

This course will be conducted by the following instructor(s). However, we have the right to change the course instructor(s) prior to the course date and inform participants accordingly:

Mr. Konstantin Zorbalas, MSc, BSc, is a **Senior Petroleum Engineer & Management Consultant** with over **25 years** of **offshore** and **onshore** experience within the **Oil** & **Gas**, **Refinery** & **Petroleum** industries. His wide expertise includes **Goal Setting & Team Building**, **Leadership & Team Building** Skills, Modern **Leadership & Management** Skills, Effective **Team Building & Motivation** Skills, **Communication & Interpersonal** Skills, **Business Writing** Skills, **Interpersonal** Skills & Teamwork, **Coaching & Mentoring**, **Innovation & Creativity**, **Office** Management & Administration Skills, **Time & Stress** Management, **Crisis** Management, Strategic **Human Resources** Management, **Change** Management, **Negotiation** Skills, **Strategic Planning**, **Risk** Analysis & Risk Management, **Business Performance** Management & Improvement, Building Environment of **Trust & Commitment**, **Win-Win Negotiation** Strategies, **Quality Improvement & Resource** Optimization, Managing Dynamic Work Environments, Organizational Development, **Career** Management, Situation & Behaviour Analysis, **Motivation** Skills, **Inventory** Management and **Financial** Administration, **Project & Contracts** Management Skills, **Project & Construction** Management, **Project** Planning, Scheduling & Control, **Project** Management, **Project** Leadership, Communication & Negotiation, **Project** Quality Management, **Project** Scheduling & Cost Control, **Project Risk** Management, **Project** Life Cycle, **Project Stakeholder** & Governance, **Project** Management Processes, **Project Integration** Management, **Project Work** Monitoring & Control, **Project Scope** Management, **Project Time** Management, **Project Cost** Management, **Contract** Management, **Tender** Development, **Contract** Standards & Laws, **Dispute Resolution** & **Risk** Identification, **Value Engineering**, **Negotiation** Strategies & Techniques, **Creative Thinking & Problem-Solving** Techniques, **Emotional Intelligence**, **Presentation** Skills,. He is currently the **Senior Petroleum Engineer & Consultant** of **Abu Dhabi National Oil Company** (**ADNOC**) Group of companies wherein he is involved in the mega-mature fields in the Arabian Gulf, predominantly carbonate reservoirs; designing the acid stimulation treatments with post-drilling rigless operations; utilizing CT with tractors and DTS systems; and he is responsible for gas production and preparing for reservoir engineering and simulation studies, well testing activities, field and reservoir monitoring, production logging and optimization and well completion design.

During his career life, Mr. Zorbalas worked as a **Senior Engineering & Projects Manager**, **Project Manager**, **Procurement & Contract Manager**, **Senior Production Engineer**, **Well Completion Specialist**, **Production Manager**, **Technical Manager**, **Trainer**, **Technical Supervisor** & **Contracts Manager**, **Production Engineer**, **Production Supervisor**, **Production Technologist**, **Technical Specialist**, **Business Development Analyst**, **Field Production Engineer** and **Field Engineer**. He worked for many **world-class oil/gas companies** such as **ZADCO**, **ADMA-OPCO**, **Oilfield International Ltd**, **Burlington Resources** (later acquired by **Conoco Phillips**), **MOBIL E&P**, **Saudi Aramco**, **Pluspetrol E&P SA**, **Wintershall**, **Taylor Energy**, **Schlumberger**, **Rowan Drilling** and **Yukos EP** where he was in-charge of the **design and technical analysis** of a gas plant with capacity **1.8 billion m3/yr gas**. His achievements include **boosting oil production 17.2% per year** since 1999 using **ESP** and **Gas Lift systems**.

Mr. Zorbalas has **Master's** and **Bachelor's** degree in **Petroleum Engineering** from the **Mississippi State University**, **USA**. Further, he is an **SPE Certified Petroleum Engineer**, **Certified Instructor/Trainer**, a **Certified Internal Verifier/Assessor/Trainer** by the **Institute of Leadership & Management** (**ILM**), an active member of the Society of Petroleum Engineers (**SPE**) and has numerous scientific and technical publications and delivered innumerable training courses, seminars and workshops worldwide.

Course Program

The following program is planned for this course. However, the course instructor(s) may modify this program before or during the workshop for technical reasons with no prior notice to participants. Nevertheless, the course objectives will always be met:

Day 1: ***Sunday, 11th of October 2026***

0730 – 0800	*Registration & Coffee*
0800 – 0815	*Welcome & Introduction*
0815 – 0830	***PRE-TEST***
0830 – 0930	***Overview of the Global Petroleum Industry*** *Role of Oil and Gas in the Energy Mix • Upstream, Midstream, Downstream Segmentation • Major Players (NOCs, IOCs, Service Companies) • Value Chain Interdependencies*
0930 – 0945	*Break*
0945 – 1030	***Petroleum Business Models*** *Concessionary Systems • Production Sharing Contracts (PSC) • Joint Venture and Service Contracts • Integrated vs Independent Companies*
1030 – 1130	***Oil & Gas Market Dynamics*** *Supply and Demand Fundamentals • Role of OPEC & Non-OPEC Producers • Price Benchmarks (Brent, WTI, Dubai) • Volatility and Geopolitical Influence*
1130 – 1215	***Operational Risks in Oil & Gas*** *Technical Risks (Equipment Failure, Reservoir Uncertainty) • HSE Risks (Fire, Blowouts, Spills, Exposure) • Environmental and Community Risks • Supply Chain and Logistics Risks*
1215 – 1230	*Break*
1230 – 1330	***Petroleum Project Lifecycle from a Business Perspective*** *Exploration & Appraisal Stage Investments • Development & Production Capital Requirements • Operating Expenditure Phase • Decommissioning Liabilities*
1330 – 1420	***Key Performance Drivers in Petroleum Business*** *Production Efficiency • Cost per Barrel Metrics • Reserve Replacement Ratio • Return on Invested Capital*
1420 – 1430	***Recap*** *Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow*
1430	*Lunch & End of Day One*

Day 2: ***Monday, 12th of October 2026***

0730 – 0830	***Capital & Operating Cost Structures*** *Exploration CAPEX • Development & Facilities CAPEX • Production OPEX • Decommissioning & Abandonment Cost*
0830 – 0930	***Economic Evaluation Techniques*** *Net Present Value (NPV) • Internal Rate of Return (IRR) • Payback Period • Break-Even Analysis*
0930 – 0945	*Break*
0945 – 1100	***Petroleum Revenue Streams*** *Crude Oil Sales • Natural Gas Sales • NGLs & By-Products • Carbon Credits & Hedging*

1100 – 1215	***Sensitivity & Scenario Analysis*** *Oil Price Fluctuations • Production Rate Variations • Cost Escalation Effects • Political and Fiscal Changes*
1215 – 1230	*Break*
1230 – 1330	***Project Financing Methods*** *Equity Financing • Debt Financing • Project Finance (SPV) Structures • Government and Institutional Funding*
1330 – 1420	***Budgeting & Cost Control*** *AFE (Authorization for Expenditure) Process • Cost Tracking Techniques • Variance Analysis • Cost Optimization Strategies*
1420 – 1430	***Recap*** *Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow*
1430	*Lunch & End of Day Two*

Day 3: Tuesday, 13th of October 2026

0730 – 0830	***Identification of Operational Risks*** *Drilling Risks (Blowout, Stuck Pipe, NPT) • Production Facility Failures • Transportation/Pipeline Leaks • Human & Organizational Factors*
0830 – 0930	***Risk Assessment Methodologies*** *HAZID & HAZOP Studies • FMEA / FMECA • Bow-Tie Risk Analysis • Risk Matrices (Likelihood vs Impact)*
0930 – 0945	*Break*
0945 – 1100	***Quantitative Risk Assessment (QRA)*** *Probability Modeling • Consequence Modeling • Risk Distribution Curves • Acceptable Risk Criteria*
1100 – 1215	***Risk Mitigation & Control Measures*** *Engineering Controls (Barriers, Redundancy) • Administrative Controls (Procedures & Training) • Emergency Response Systems • Insurance & Financial Hedging*
1215 – 1230	*Break*
1230 – 1330	***Crisis & Incident Management*** *Incident Command Structure • Emergency Operations Center (EOC) • Communication Strategy • Business Continuity Planning*
1330 – 1420	***Monitoring & Reporting of Risks*** *Risk Register Development • Key Risk Indicators (KRIs) • Audit and Inspection Cycles • Continual Improvement Reports*
1420 – 1430	***Recap*** *Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow*
1430	*Lunch & End of Day Three*

Day 4: Wednesday, 14th of October 2026

0730 – 0830	***Corporate Governance in Oil & Gas*** *Board and Executive Roles • Governance Structures in NOCs & IOCs • Ethical Responsibilities • Internal Controls*
0830 – 0930	***Legal & Regulatory Requirements*** *National Petroleum Laws • Environmental Compliance (EIA, Emissions) • Local Content Requirements • International Treaties and Agreements*

0930 – 0945	*Break*
0945 – 1100	***HSE Management Systems*** *ISO 14001 & ISO 45001 Concepts • Process Safety Management (PSM) • Contractor HSE Management • Environmental Protection Plans*
1100 – 1215	***Strategic Risk Management*** *Enterprise Risk Management (ERM) in Oil & Gas • Strategic vs Operational Risks • Geopolitical and Market Risk • Long-Term Resilience Planning*
1215 – 1230	*Break*
1230 – 1330	***Procurement & Contracting Strategy*** *EPC, EPCM and BOOT Models • Risk Allocation in Contracts • Bid Evaluation and Selection • Contract Performance Management*
1330 – 1420	***Stakeholder & Reputation Management*** *Government and Regulator Relationships • Community Engagement • Media and Reputation Risk • Crisis Communication*
1420 – 1430	***Recap*** *Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow*
1430	*Lunch & End of Day Four*

Day 5: ***Thursday, 15th of October 2026***

0730 – 0830	***Operational Performance Optimization*** *Production Efficiency Improvement • Equipment Uptime Enhancement • Energy and Process Optimization • Technology Integration*
0830 – 0930	***Digital Transformation in Petroleum Business*** *Digital Oilfields and Predictive Analytics • AI in Production Optimization • Automation & Remote Operations • Asset Management Systems*
0930 – 0945	*Break*
0945 – 1100	***Sustainability & Energy Transition Strategy*** *Carbon Management & CCUS • Renewable Integration • ESG Targets and Reporting • Low-Carbon Business Models*
1100 – 1215	***Business Continuity & Resilience Planning*** *Disaster Recovery Planning • Supply Chain Resilience • Redundancy Planning • Scenario-Based Contingency Planning*
1215 – 1230	*Break*
1230 – 1300	***Decision-Making in Uncertain Environments*** *Real Options Analysis • Multi-Criteria Decision Methods • Risk-Adjusted Decision-Making • Leadership in Crisis Situations*
1300 - 1345	***Capstone Case Study & Practical Exercise*** *Real Oilfield Risk and Business Model Analysis • Group Strategy Development • Presentation and Evaluation • Lessons Learned and Best Practice Sharing*
1345 – 1400	***Course Conclusion*** *Using this Course Overview, the Instructor(s) will Brief Participants about t Topics that were Covered During the Course*
1400 – 1415	***POST-TEST***
1415 – 1430	*Presentation of Course Certificates*
1430	*Lunch & End of Course*

Practical Sessions

This practical and highly-interactive course includes real-life case studies and exercises:-

Course Coordinator

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