

COURSE OVERVIEW DE0642 Commercial Acumen of the Oil and Gas Value Chain

A Challenging Simulation Programme

Course Title

Commercial Acumen of the Oil and Gas Value Chain: A Challenging Simulation **Programme**

Course Date/Venue

Session 1: April 06-10, 2025/Meeting Plus 8, City Centre Rotana Doha Hotel, Doha, Qatar

Session 2: August 31-September 04, 2025/Meeting Plus 8, City Centre Rotana Doha Hotel, Doha, Qatar



Course Reference

DE0642

Course Duration/Credits

Five days/3.0 CEUs/30 PDHs

Course Description







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

Since more than a century, the oil industry is leading the energy sector of the world. The world economy depends on the safe supply of oil and gas from producing countries to the consuming Understanding the global oil demand and the factors affecting the crude oil market is vital for petroleum professionals. This course will explain the various factors and forces that affect the crude oil and natural gas markets and the relationship between oil/gas producers and consumers.

This course is designed to provide participants with a commercial acumen of the oil and gas value chain. Participants will understand the nature of the oil and gas industry and how they will contribute to the financial success of their companies. The course will introduce delegates to the oil and gas industry including supply and demand, how oil companies are organized and financed and what it takes to be financially successful.

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The course will cover the dynamics and value chain of the global oil and gas industry; the exploration methods and the host country agreements; the drilling and well completion; the reservoir characterization and reserve estimation; the crude oil transportation and pipelines for tankers, pipelines and LNG; the natural gas markets and pricing; the field development and well performance; the petrochemicals and performance; the measuring financial performance; the petroleum products distribution and marketing; the gas distribution system and marketing; the global oil demand, crude oil market and global oil reserves; and the governmental legislation and contractual agreements.

At the end of the course, participants will be able to analyze terms of the contractual agreements, use the financial model to evaluate project value drivers and identify governmental legislation and how it pertains to oil contract; calculate revenue and profitability in oil projects and illustrate project financial models, project risk analysis and profit-risk curve; evaluate oil projects, study the economic feasibility behind each project and identify the various feasibility analysis techniques and capital operational costs; employ oil and gas exploration; evaluate and delineate drilling; carryout field development and production, field layout, production techniques, production control and surface production operations; illustrate oil refinery and processing, oil transportation-methods and flowmetering and custody transfer; identify upstream, midstream, downstream and the responsibilities of the different companies; and recognize the use of technology in the industrial security, the various security threats and security risk analysis.

Course Objectives

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

- Apply and gain an in-depth knowledge on commercial acumen of the oil and gas value chain
- Understand the dynamics and value chain of the global oil and gas industry
- Overview of the oil and gas industry
- **Exploration methods**
- Host country agreements
- Drilling and well completion
- Reservoir characterization and reserve estimation
- Crude oil transportation and pipelines: tankers and pipelines
- Crude oil markets and transportation: pipelines and LNG
- Natural gas markets and pricing
- Field development and well performance
- Petrochemicals and performance
- Measuring financial performance

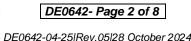




















- Petroleum products distribution and marketing
- Gas distribution system and marketing
- Discuss global oil demand, factors that affect demand, major global oil producers and OPEC
- Determine crude oil market covering crude oil prices, driving forces behind global markets, supply versus demand and market share phenomena
- Explain the global oil reserves, types of reserves, distribution of reserves by continent and country and reserves effects on oil prices
- Describe the balance of supply, global demand of oil, demand growth rate, factors affecting the demand growth and the renewable energy
- Review the governmental legislation and contractual agreements
- Analyze terms of the contractual agreements, use the financial model to evaluate project value drivers and identify governmental legislation and how it pertains to oil contract
- Calculate revenue and profitability in oil projects and illustrate project financial models, project risk analysis and profit-risk curve
- Evaluate oil projects, study the economic feasibility behind each project and identify the various feasibility analysis techniques and capital operational costs
- Employ oil and gas exploration that includes reservoir evaluation, project strategy and drilling techniques
- Evaluate and delineate drilling through analyzing the extraction of oil and gas, crude oil types and specifications, sulphur contents, sour natural gas and natural gas sweetening
- Carryout field development and production, field layout, production techniques, production control and surface production operations
- Illustrate oil refinery and processing, oil transportation-methods and flowmetering and custody transfer
- Describe upstream, midstream, downstream and the responsibilities of the different companies
- Recognize the use of technology in the industrial security, the various security threats and security risk analysis

Exclusive Smart Training Kit - H-STK®



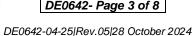
Participants of this course will receive the exclusive "Haward Smart Training Kit" (H-STK®). The H-STK® consists of a comprehensive set of technical content which includes electronic version of the course materials conveniently saved in a **Tablet PC**.















Who Should Attend

This course provides an overview of all significant aspects and considerations of commercial acumen of the oil and gas value chain for administration and middle management staff. The program is suitable for level 4 team leaders and above, geophysicists. geologists, engineers, government negotiations, exploration personnel, planning department personnel, national oil company management, petroleum and mining economists, general managers and oil minister staff.

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

Certificates are accredited by the following international accreditation organizations: -

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.

British Accreditation Council (BAC) BAC

Haward Technology is accredited by the British Accreditation Council for Independent Further and Higher Education as an International Centre. 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.

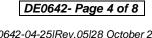
















Course Instructor(s)

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:



Dr. Chris Kapetan, PhD, MSc, is a Senior Petroleum Engineer with over 30 years of international experience within the onshore and offshore oil & gas industry. His wide experience covers Decision Analytic Modelling Methods for Economic Evaluation, Probabilistic Risk Analysis (Monte Carlo Simulator) Risk Analysis Foundations, Global Oil Demand, Crude Oil Market, Global Oil Reserves, Oil Supply & Demand, Governmental Legislation, Contractual Agreements, Financial Modeling, Oil Contracts, Project Risk Analysis, Feasibility Analysis Techniques, Capital Operational Costs, Oil & Gas Exploration Methods, Reservoir Evaluation, Extraction of Oil & Gas, Crude Oil

Types & Specifications, Sulphur, Sour Natural Gas, Natural Gas Sweeting, Petroleum Production, Field Layout, Production Techniques & Control, Surface Production Operations, Oil Processing, Oil Transportation-Methods, Flowmetering & Custody Transfer and Oil Refinery. Further, he is also well-versed in Enhanced Oil Recovery (EOR), Electrical Submersible Pumps (ESP), Oil Industries Orientation, Geophysics, Cased Hole Formation Evaluation, Cased Hole Applications, Cased Hole Logs, Production Operations, Production Management, Perforating Methods & Design, Perforating Operations, Fishing Operations, Well & Reservoir Testing, Reservoir Stimulation, Hydraulic Fracturing, Carbonate Acidizing, Sandstone Acidizing, Drilling Fluids Technology, Drilling Operations, Directional Drilling, Artificial Lift, Gas Lift Design, Gas Lift Operations, Petroleum Business, Petroleum Economics, Field Development Planning, Gas Lift Valve Changing & Installation, Well Completion Design & Operation, Well Surveillance, Well Testing, Well Stimulation & Control and Workover Planning, Completions & Workover, Rig Sizing, Hole Cleaning & Logging, Well Completion, Servicing and Work-Over Operations, Practical Reservoir Engineering, X-mas Tree & Wellhead Operations, Maintenance & Testing, Advanced Petrophysics/Interpretation of Well Composite, Construction Integrity Completion, Coiled Tubing Technology, Corrosion Control, Slickline, Wireline & Coil Tubing, Pipeline Pigging, Corrosion Monitoring, Cathodic Protection as well as Root Cause Analysis (RCA), Root Cause Failure Analysis (RCFA), Gas Conditioning & Process Technology, Production Safety and Delusion of Asphalt. Currently, he is the Operations Consultant & the Technical Advisor at GEOTECH and an independent Drilling Operations Consultant of various engineering services providers to the international clients as he offers his expertise in many areas of the drilling & petroleum discipline and is well recognized & respected for his process and procedural expertise as well as ongoing participation, interest and experience in continuing to promote technology to producers around the world.

Throughout his long career life, Dr. Chris has worked for many international companies and has spent several years managing technically complex wellbore interventions in both drilling & servicing. He is a well-regarded for his process and procedural expertise. Further, he was the Operations Manager at ETP Crude Oil Pipeline Services where he was fully responsible for optimum operations of crude oil pipeline, workover and directional drilling, drilling rigs and equipment, drilling of various geothermal deep wells and exploration wells. Dr. Chris was the Drilling & Workover Manager & Superintendent for Kavala Oil wherein he was responsible for supervision of drilling operations and offshore exploration, quality control of performance of rigs, coiled tubing, crude oil transportation via pipeline and abandonment of well as per the API requirements. He had occupied various key positions as the Drilling Operations Consultant, Site Manager, Branch Manager, Senior Drilling & Workover Manager & Engineer and Drilling & Workover Engineer, Operations Consultant, Technical Advisor in several petroleum companies responsible mainly on an offshore sour oil field (under water flood and gas lift) and a gas field. Further, Dr. Chris has been a Professor of the Oil Technology College.

Dr. Chris has PhD in Reservoir Engineering and a Master degree in Drilling & Production Engineering from the Petrol-Gaze Din Ploiesti University. Further, he is a Certified Surfaced Certified Instructor/Trainer, Stack Supervisor of IWCF. а Trainer/Assessor/Internal Verifier by the Institute of Leadership & Management (ILM) and has conducted numerous short courses, seminars and workshops and has published several technical books on Production Logging, Safety Drilling Rigs and Oil Reservoir.





















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.

Course Fee

US\$ 8,500 per Delegate. This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Accommodation

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

Course Program

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

Day 1

Day 1	
0730 - 0800	Registration & Coffee
0800 - 0815	Welcome & Introduction
0815 - 0830	PRE-TEST
0830 - 0930	The Dynamics & Value Chain of the Global Oil & Gas Industry
0930 - 0945	Break
0945 - 1030	Overview of the Oil & Gas Industry
1030 - 1115	Exploration Methods
1115 - 1230	Host Country Agreements
1230 - 1245	Break
1245 - 1420	Drilling & Well Completion
1420 - 1430	Recap
1430	Lunch & End of Day One

Day 2

0730 - 0830	Reservoir Characterization & Reserve Estimation
0830 - 0930	Crude Oil Transportation & Pipelines: Tankers & Pipelines
0930 - 0945	Break
0945 - 1115	Crude Oil Markets & Transportation: Pipelines & LNG
1115 - 1230	Natural Gas Markets & Pricing
1230 - 1245	Break
1245 - 1420	Field Development & Well Performance
1420 – 1430	Recap
1430	Lunch & End of Day Two

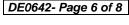
















Day 3

0730 - 0830	Petrochemicals & Performance
0830 - 0930	Measuring Financial Performance
0930 - 0945	Break
0945 - 1115	Petroleum Products Distribution & Marketing
1115 - 1230	Gas Distribution System & Marketing
1230 - 1245	Break
1245 – 1420	Introduction Understand The Global Oil Demand • Factors that Affect Demand • Major Global Oil Producers • OPEC
1420 - 1430	Recap
1430	Lunch & End of Day Three

Day 4	
0730 - 0830	Crude Oil Market
	Crude Oil Prices • Driving Forces Behind Global Markets • Supply vs.
	Demand • Market Share Phenomena
	Oil Reserves
0830 - 0930	Global Oil Reserves • Types of Reserves • Distribution of Reserves by
	Continent & Country • Reserves Effects on Oil Prices
0930 - 0945	Break
0945 – 1115	Oil Supply & Demand
	The Balance of Supply • Global Demand of Oil • Demand Growth Rate •
	Factors Affecting the Demand Growth • The Renewable Energy
	Governmental Legislation & Contractual Agreements
1115 - 1230	Analyze Terms of the Contractual Agreements • Use the Financial Model
1113 - 1230	to Evaluate Project Value Drivers • Identify Governmental Legislation &
	how it Pertains to Oil Contracts • Risk Sharing Agreements
1230 - 1245	Break
	Oil Projects & Their Feasibility
	Calculate Revenue & Profitability in Oil Projects • Project Financial
1245 - 1420	Models • Project Risk Analysis • Profit-Risk Curve • Evaluate Oil
	Projects • Study The Economic Feasibility Behind Each Project • Various
	Feasibility Analysis Techniques • Capital Operational Costs
1420 - 1430	Recap
1430	Lunch & End of Day Four

Day 5

Day 0	
0730 – 0830	Oil & Gas Exploration
	Introduction in the Composition of Oil & Gas Exploration Methods •
	Reservoir Evaluation • Project Strategy • Drilling Techniques •
	Environmental Impact
0830 - 0930	Evaluation & Delineation Drilling
	Analyze the Extraction of Oil & Gas • Crude Oil Types & Specifications •
	Sulphur Contents • Sour Natural Gas • Natural Gas Sweetening
0930 - 0945	Break
0945 – 1115	Field Development & Production
	An Introduction to Petroleum Production • Field Layout • Production
	Techniques • Production Control • Surface Production Operations

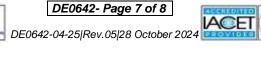




















1115 - 1230	Oil Refinery & Processing Initial Oil Processing (Field) • Oil Transportation-Methods • Flowmetering & Custody Transfer • Oil Refining (Refinery) • Various Petroleum Products
1230 - 1245	Break
1245 - 1345	 Upstream, Midstream & Downstream Upstream • Midstream • Downstream • The Responsibilities of the Different Companies • The Use of Technology in the Industrial Security • Various Security Threats • Security Risk Analysis
1345 - 1400	Course Conclusion
1400 - 1415	POST- TEST
1415 - 1430	Presentation of Course Certificates
1430	Lunch & End of Course

<u>Practical Sessions</u>
This practical and highly-interactive course includes real-life case studies and exercises:-



<u>Course Coordinator</u>
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