informatech



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

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

- 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
- Understand regulatory and geopolitical impacts on the industry
- Enhance decision-making in complex energy business environments



Course content

Target Audience

- Oil and Gas Executives and Managers
- Business Development and Strategy Professionals
- Project Managers and Engineers in energy sector
- Finance and Commercial Managers
- Consultants and Advisors in oil and gas industry
- Professionals seeking leadership roles in energy business

Target Competencies

- Strategic management in oil and gas industry
- Market analysis and commercial awareness
- Contract and partnership management
- Financial and investment analysis
- Risk management in global operations
- Decision-making in volatile markets
- Leadership and business planning

Course outline

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



Course content

Course outline

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

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



Course content

Course outline

- 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
16 - 20 November 2026	Istanbul - Turkey	Classroom	**€2,280.-**
7 - 11 December 2026	Amsterdam - Netherlands	Classroom	**€3,360.-**
21 - 25 December 2026	Paris - France	Classroom	**€3,080.-**
18 - 22 January 2027	Barcelona - Spain	Classroom	**€3,080.-**
15 - 19 February 2027	London - U.K	Classroom	**€3,360.-**
15 - 19 March 2027	Munich - Germany	Classroom	**€3,400.-**
19 - 23 April 2027	Amsterdam - Netherlands	Classroom	**€3,400.-**
17 - 21 May 2027	Istanbul - Turkey	Classroom	**€2,280.-**
21 - 25 June 2027	London - U.K	Classroom	**€3,360.-**
19 - 23 July 2027	Barcelona - Spain	Classroom	**€3,080.-**
16 - 20 August 2027	Istanbul - Turkey	Classroom	**€2,280.-**
20 - 24 September 2027	Amsterdam - Netherlands	Classroom	**€3,400.-**
18 - 22 October 2027	Paris - France	Classroom	**€3,600.-**
15 - 19 November 2027	Barcelona - Spain	Classroom	**€3,080.-**
20 - 24 December 2027	London - U.K	Classroom	**€3,360.-**

Live online option	Online delivery is available at €1,850.-.