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OIL AND GAS | OG-006

Local Content Management in the Oil and Gas Industry

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Course content

Why Attend

INTRODUCTION

Local Content is the development of local skills, oil and gas technology transfer, and use of local manpower and local manufacturing.

This Local Content Management in the Oil and Gas Industry training course will discuss the business benefits of developing the primary components of a local content strategy, including building local workforce and supplier capacity, integrating local content with business plans and successfully monitoring the programmes. Whether you are developing your policy now or want to scale up you local content models, you will get practical insight into what works best for your region.

This training course will equip you with the understanding and delivering local content in relation to oil and gas projects.

It aims at assisting you to build local workforce and supplier capacity, and implementing and sustaining successful local content strategic plans.

Furthermore, the training will offer oil and gas business practical advice on how they can realise the potential value of local content; and to offer all stakeholders suggestions on ways to help create shared value through local content development.

This Local Content Management in the Oil and Gas Industry training course will highlight:

• Key-factors in the local content provisions

• Exploring a number of themes, including skills development programmes and local content performance management

• Identify and assess the impact of local content provisions over the execution of an oil field development project

• Participate in the elaboration of a local content management plan

• Negotiation of local content provisions applicable to a given contractual context

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Course Methodology

In this Local Content Management in the Oil and Gas Industry training course, our expert presenter draws on practical experience and extensive discussion with policy makers, ministers, law officers, private sector contractors around the world.

This training course blends presentations with practical case studies and interactive exercises to ensure that participants have ample opportunity to discuss, challenge and understand the key principles in Local Content Management in the Oil and Gas Industry.

Organisational Impact

Success can be learned, and failures can be avoided, by examining others' experience. Throughout this training course, we draw on practical examples of best practice and well-documented failures to maximize your team's chances of success. Through practical examples, open discussion and interactive exercises, your team can gain the skills and confidence to deal with Local Content Management in the Oil and Gas Industry within your organisation.

Personal Impact

Your team members will learn and have the opportunity to practice techniques for:

• Evaluating key elements of local content between regulations, industrial policy, commercial interests and sustainable development

• State of play on local content regulations around the world including Brazil, Nigeria, Kazakhstan, Indonesia, Australia and China amongst others

• Formulating contracting strategies that match local capabilities

• Simulated tender evolution of local content

• The mechanics of local content

• Reviewing and setting metrics for measuring and reporting Local Content Performance

WHO SHOULD ATTEND?

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Course Methodology

This training course is aimed at managers from the Oil & Gas sector (National Oil Companies {NOCs}, regulation authorities, ministries) or from International Oil Companies (IOCs) having to deal or operate under a local content environment and contractual provisions.

This Local Content Management in the Oil and Gas Industry training course is suitable to a wide range of professionals but will greatly benefit:

- Local Content Managers
- Capacity Building Officers
- Human Resource Managers
- Operations & Logistics Managers
- Supply Chain & Procurement Managers
- Planning & Strategy Managers
- Project Managers
- Government Officials
- Legal & Contract Managers
- Business Development Managers

Course Objectives

This training course will enhance your ability to identify, determine and manage local content strategies in the oil and gas business.

It will boost your skills in mastering the implications of local content provisions over the execution of an oil field development project, mainly in terms of procurement and personnel management.

At the end of this Local Content Management in the Oil and Gas Industry training course, you will learn to:

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Course Objectives

• Identify the key-factors in the local content provisions applicable to a given contractual context, and assess their impact over the execution of an oil field development project

• Participate in the development and implementing of local content strategy and execution of a local content management plan, take part in a procurement contract tendering, negotiation and follow-up, take into account the impacts of local provisions on workforce management

• Manage local content regulations and requirements in key oil and gas producing nations around the world

• Understand the latest updates to local content calculation methodology and its impact to your projects and planning

• Participate in the elaboration of a local content management plan

• Learn how to significantly improve your management of local content internally and across your supplier base

Course outline

Introduction to Local Content in the Oil and Gas Industry

• Oil and Gas Industry: Setting The Scene

• What is Local Content?

• Understanding the Context and Current Overview of Major Themes in Local Content Laws and Regulation

• Company Perspectives

• The Role of International Oil Companies

• The Role of National Oil Companies

Local Content In Procurements And Contracts

• Understanding the Underlying Concepts Local Content Policy Provisions Applicable in the Oil & Gas Business

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Course outline

• How to Make Quick Wins In: Procurement of Goods and Services from Local Suppliers, Employment and Development of Local Workforce, Knowledge and Technology Transfer

• Building and Developing Human Capacity

• Developing Oil and Gas Industry Capacity

• Building A Globally Competitive Supplier Base: Focusing On Community Participation In The Supply Chain

• Procurement And Contract Strategy

Developing A Local Content Plan

• How to Approach A National Content Plan

• Content Implementation

• Implementation, Measurement And Monitoring Of Local Content

• Group Session: Local Content Strategy From A Company Perspective

• Corporate Social Responsibility (CSR)

• Local Content Agenda, Targets, Measures and Mechanisms to Meet Local Content Requirements, Monitor and Implement Targets Performance of Local Content

Local Content Management Plan (LCMP)

• Opportunities Driving Forces, Issues, Obstacles in Nationalizing Host Countries Workforce, Challenges and their Effective Solutions of Localization of Workforce and Suppliers for the Satisfaction of Local Content Requirements

• Maximisation of the Commercial Success of Projects with Local Content Quick Wins

• Quick Wins in Supplier Development and Training of National Suppliers and Workforce

• Challenges and Opportunities

• Managing Expectations

• Key Factors in Developing and Implementing a Local Content Strategy

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Course outline

- Developing Local Content Management Plan (LCMP)
- Incorporating Local Content in a Contractual Strategy
- Key-factor and Associated Risks
- Setting-up and Management of a LCMP

Negotiation and Drafting of Local Content Provisions

- Contract Drafting and Negotiation
- Ways to Measure Local Content
- The Balanced Scorecard and other Tools in Local Content
- Consequences of Local Content Provisions on the Execution of a Procurement Contract
- Contractual Strategy including Impact on Oil and Gas Contracts
- Tendering Process
- Recommendation and Awarding
- Execution - Control
- Impact of Local Content Provisions on Workforce Management
- Employment, Training and Education

Seminar dates

Available seminar dates

Live dates and pricing for Local Content Management in the Oil and Gas Industry generated from the course details page.

Date	Location	Format	Fee
6 - 10 July 2026	Frankfurt - Germany	Classroom	**€3,250.-**
10 - 14 August 2026	Barcelona - Spain	Classroom	**€3,850.-**
14 - 18 September 2026	Frankfurt - Germany	Classroom	**€3,250.-**
5 - 9 October 2026	Rome - Italy	Classroom	**€4,250.-**
16 - 20 November 2026	Kuala lumpur - Malaysia	Classroom	**€2,250.-**
7 - 11 December 2026	Barcelona - Spain	Classroom	**€3,850.-**

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