QUEST
Professional Center

PROFESSIONAL TRAINING COURSE

Course No. 1593

5-Day Mini-Master in Oil and Gas MBA Training Program

MANAGEMENT, LEADERSHIP & DIGITAL TRANSFORMATION
OIL & GAS

DURATION
5 Days

DELIVERY
Classroom

Course Overview

The Oil and Gas industry operates in a highly complex and competitive environment shaped by changing energy markets, fluctuating commodity prices, technological developments, regulatory requirements, geopolitical factors, and increasing pressure for operational efficiency and sustainability.

This intensive 5-day program provides a comprehensive management perspective on the Oil and Gas industry, combining strategic management, industry economics, operations, project management, finance, risk, commercial management, and leadership.

The program is designed to help managers and professionals understand how the different parts of the Oil and Gas value chain work together, from exploration and production through transportation, processing, refining, marketing, and energy-related businesses.

Participants will develop a broader business perspective that enables them to evaluate strategic opportunities, understand financial and operational performance, manage risk, improve decision-making, and contribute more effectively to organizational growth and competitiveness.

Objectives

- By the end of this course, participants will be able to:
- Understand the structure, economics, and strategic dynamics of the global Oil and Gas industry.
- Analyze the major activities across the upstream, midstream, and downstream sectors.
- Evaluate the key factors influencing Oil and Gas business performance.
- Understand Oil and Gas project economics, investment decisions, and financial performance.
- Apply strategic management principles to Oil and Gas organizations.
- Assess operational, commercial, financial, and project-related risks.
- Understand the fundamentals of Oil and Gas contracts, joint ventures, and commercial relationships.
- Evaluate the impact of market conditions, energy prices, and geopolitical developments on business decisions.
- Strengthen financial and business decision-making for Oil and Gas operations.
- Develop effective strategies for operational efficiency, growth, and value creation.
- Understand the role of digital transformation, innovation, and sustainability in the energy industry.
- Strengthen leadership and management capabilities within Oil and Gas organizations.

Who Should Attend

This program is designed for Oil and Gas Managers, Department Heads, Senior Engineers, Project Managers, Operations Managers, Commercial Managers, Finance Professionals, Business Development Professionals, and professionals responsible for strategic or operational decision-making.

It is also suitable for professionals working across exploration and production, refining, petrochemicals, pipelines, LNG, energy trading, projects, procurement, contracts, finance, supply chain, operations, and corporate management.

The program is particularly valuable for professionals transitioning into management positions, experienced managers seeking a broader business perspective, and decision-makers who need to understand the commercial, financial, operational, and strategic dimensions of the Oil and Gas industry.

Learning Outcomes

- Upon successful completion of this course, participants will be able to:
- Explain the structure and major components of the global Oil and Gas industry.
- Analyze the upstream, midstream, and downstream value chain.
- Evaluate key industry drivers affecting Oil and Gas organizations.
- Interpret the relationship between oil and gas prices, markets, costs, and profitability.
- Assess the economics and financial considerations of Oil and Gas projects.
- Apply strategic management concepts to Oil and Gas business decisions.
- Identify and evaluate major operational, financial, commercial, and geopolitical risks.
- Understand the fundamentals of contracts, joint ventures, and commercial arrangements.
- Evaluate opportunities for operational improvement and value creation.
- Assess the impact of digitalization, technology, and energy transition on Oil and Gas businesses.
- Apply business and financial information to support management decisions.
- Develop practical strategic responses to changing industry conditions.
- Targeted Competencies
- Oil and Gas Business Management.
- Strategic Management.
- Industry and Market Analysis.

- Upstream, Midstream and Downstream Management.
- Oil and Gas Economics.
- Financial and Investment Decision-Making.
- Project and Operational Management.
- Commercial and Contract Management.
- Risk Management.
- Leadership and Management.
- Business Development.
- Performance Management.
- Digital Transformation.
- Energy Transition and Sustainability.
- Strategic Decision-Making.

Course Outline

DAY 01

Oil and Gas Industry Structure, Markets and Business Fundamentals

- Understanding the global Oil and Gas industry.
- The structure of the Oil and Gas value chain.
- Upstream, midstream, and downstream activities.
- Exploration, drilling, production, processing, transportation, and refining.
- LNG, petrochemicals, and emerging energy businesses.
- Major industry players and business models.
- Oil and gas supply and demand fundamentals.
- Understanding crude oil and natural gas markets.
- Factors influencing oil and gas prices.
- Global market dynamics and industry trends.

> PRACTICAL APPLICATION
>
> Analyzing an integrated Oil and Gas business model.

DAY 02

Oil and Gas Strategy, Economics and Financial Management

- Strategic management in the Oil and Gas industry.
- Developing business strategies in volatile markets.
- Oil and Gas project economics.
- Capital investment and investment decision-making.
- Understanding revenues, operating costs, capital expenditure, and profitability.
- Financial performance indicators for Oil and Gas organizations.
- Cost management and operational efficiency.
- Economic evaluation of Oil and Gas opportunities.
- Understanding financial risks and market uncertainty.
- Creating and protecting business value.

PRACTICAL APPLICATION

Evaluating an Oil and Gas investment opportunity.

DAY 03

Operations, Projects, Risk and Performance Management

- Managing operational performance across Oil and Gas businesses.
- Linking operational efficiency with financial performance.
- Oil and Gas project management fundamentals.
- Project cost, schedule, quality, and performance management.
- Major operational and project risks.
- Technical, commercial, financial, HSE, and supply chain risks.
- Risk identification, assessment, and response.
- Managing contractors and project interfaces.
- Business continuity and operational resilience.
- Performance measurement and Key Performance Indicators.

DAY 03 — CONTINUED

> **PRACTICAL APPLICATION**
>
> Developing an integrated Oil and Gas performance and risk framework.

DAY 04

Commercial Management, Contracts, Joint Ventures and Business Development

- Understanding the commercial environment of the Oil and Gas industry.
- Oil and Gas contracts and commercial relationships.
- Key principles of procurement and contract management.
- Joint ventures and strategic partnerships.
- Commercial risk allocation and contractual responsibilities.
- Supplier, contractor, and stakeholder management.
- Negotiation principles for Oil and Gas professionals.
- Business development and opportunity identification.
- Evaluating commercial opportunities and partnerships.
- Creating sustainable commercial value.

> **PRACTICAL APPLICATION**
>
> Assessing an Oil and Gas commercial opportunity.

DAY 05

Leadership, Digital Transformation, Energy Transition and Strategic Decision-Making

- Leadership challenges in the Oil and Gas industry.
- Strategic decision-making under uncertainty.
- Building high-performance Oil and Gas organizations.
- Digital transformation and smart Oil and Gas operations.
- Artificial intelligence, data, automation, and emerging technologies.

DAY 05 — CONTINUED

- Operational excellence and innovation.
- Sustainability and environmental considerations.
- Energy transition and its impact on traditional Oil and Gas businesses.
- New business opportunities in the evolving energy sector.
- Developing strategic responses to market and industry changes.
- Integrating strategy, finance, operations, risk, and leadership.

PRACTICAL APPLICATION

Developing a strategic roadmap for an Oil and Gas organization.

Register or Request More Information

Course page: https://quest-training.com/courses/5-day-mini-master-in-oil-and-gas-mba-training-program
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