

**COURSE OVERVIEW DE0641-4D**  
**Oil Industry Orientation**

**Course Title**  
Oil Industry Orientation

**Course Reference**  
DE0641-4D

**Course Duration/Credits**  
Four days/2.4 CEUs/24 PDHs

**Course Date/Venue**



Session(s)	Date	Venue
1	January 15-18, 2024	Ajman Meeting Room, Grand Millennium Al Wahda Hotel, Abu Dhabi, UAE
2	April 15-18, 2024	Al Aziziya Hall, The Proud Hotel Al Khobar, Al Khobar, KSA
3	July 08-11, 2024	Business Center, Concorde Hotel Doha, Doha, Qatar
4	October 21-14, 2024	Boardroom 1, Elite Byblos Hotel Al Barsha, Sheikh Zayed Road, Dubai, UAE

**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 ones. 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 market and the relationship between oil producers and consumers.

This course is designed for those technical professionals in the petroleum industry whom are in the Administration and Middle Management positions that want to understand the nature of the oil industry and how you will contribute to the financial success of your company. The course will introduce delegates to the oil industry including supply and demand, how oil companies are organized and financed and what it takes to be financially successful.

The course will cover the crude oil market; the global oil reserves, types of reserves, distribution of reserves by continent and country and reserves effects on oil prices; the balance of supply, global demand of oil, demand growth rate, factors affecting the demand growth and the renewable energy; the governmental legislation and contractual agreements; the terms of the contractual agreements; the financial model to evaluate project value drivers; the governmental legislation and how it pertains to oil contact; calculating revenue and profitability in oil projects; and the project financial models, project risk analysis and profit-risk curve.

By the end of the course, participants will be able to employ oil and gas exploration methods; evaluate and delineate drilling; carryout field development and production, field layout, production techniques, production control and surface production operations; apply oil refinery and processing, oil transportation-methods, flowmetering and custody transfer; identify upstream, midstream, downstream and the responsibilities of the different companies within the K-Group; and recognize the use of technology in the industrial security, the various security threats and security risk analysis.

### **Course Objectives**

After completing the program, the employee will understand the following topics: -

- Apply and gain an in-depth knowledge on oil industries orientation
- 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 within the K-Group
- 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, sample video clips of the instructor’s actual lectures & practical sessions during the course conveniently saved in a **Tablet PC**.

**Who Should Attend**

This course provides an overview of all significant aspects and considerations of the oil industries for administration and middle management staff. The program is suitable for 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.

**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**


Abu Dhabi	<b>US\$ 6,500</b> per Delegate + <b>VAT</b> . This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning & afternoon of each day
Al Khobar	<b>US\$ 6,500</b> per Delegate + <b>VAT</b> . This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning & afternoon of each day.
Doha	<b>US\$ 6,500</b> per Delegate. This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning & afternoon of each day.
Dubai	<b>US\$ 6,500</b> per Delegate + <b>VAT</b> . This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

### 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: -

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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 **2.4 CEUs** (Continuing Education Units) or **24 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.

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British Accreditation Council (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.

### Accommodation

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

### 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. Victor Saran, MSc, BSc, is a Senior Drilling & Petroleum Engineer with over 40 years of offshore & onshore experience within the Oil & Gas and Petroleum industries. His wide expertise covers Wellhead Testing & Operations, Well Stimulation & Reservoir Management, Well Performance, Well Servicing, Well Killing Procedures, Well Completion, Well Fracturing, Well Testing, Acid Additives, Perforating Techniques, Sandstone Acidizing, Carbonate Acidizing, Acid Fracturing, Production Engineering, Well Monitoring & Testing, Applied Reservoir Engineering, Water Flooding, Workover & Completions, Injection Systems, Artificial Lift Systems, Gas Lift, ESP, Rod Pumping, Production Testing & Optimization, Slickline and Electric Line Operations, Perforating & Logging, Coiled Tubing Operations, Nozzles, Motors, Deposits Removal & Inhibition and Asphaltnes-Sulphates, Workover Completion, Water Injection & Gas Lift, Nodal Analysis, Drill Stem Testing, H<sub>2</sub>S Crude Oil and Oil & Gas Production. Further, he is also well-versed in risk assessments, pipelines construction, pump & loading terminals, material and services procurement, budgeting, contracts & logistics, safety and personnel issues, tendering procedures, budget and work program, cost control–cost recovery, selection of materials and services and quality control. Currently, he is the Country Manager of Energean Oil & Gas wherein he is responsible in organizing and supervising the drilling of exploration wells and well connections and testing.**

During Mr. Saran's life, he has gained his practical and field experience through his various significant positions as the **Completions Consultant, Lecturer/Instructors, Part-Time Assistant Lecturer, Part-Time Instructor, Technical Consultant, Drilling & Workover Manager, Production Manager, Production Engineer, Petrochemical Engineer, Mechanical Engineer, Petroleum Services Engineer** for numerous international companies and universities that includes **Lukoil Neftochim, J&P Avax, Kavala Oil Greece, North Aegean Petroleum Company, Petrola International, Dowell Schlumberger, Technological Institute of Kavala, University of Thessaloniki and University of Crete.**

Mr. Saran has **Master & Bachelor degrees in Petroleum Engineering** from the **University of Westminster London, UK.** Further, he is a **Certified Instructor/Trainer, a Certified Trainer/Assessor** by the **Institute of Leadership & Management (ILM)** and has conducted numerous trainings, workshops and conferences worldwide.

**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**

0730 – 0800	<i>Registration &amp; Coffee</i>
0800 – 0815	<i>Welcome &amp; Introduction</i>
0815 – 0830	<b>PRE-TEST</b>
0830 – 0930	<b>Introduction</b> <i>Understand The Global Oil Demand • Factors that Affect Demand • Major Global Oil Producers • OPEC</i>
0930 – 0945	<i>Break</i>
0945 – 1100	<b>Crude Oil Market</b> <i>Crude Oil Prices • Driving Forces Behind Global Markets</i>
1100 – 1230	<b>Crude Oil Market (cont'd)</b> <i>Supply vs. Demand • Market Share Phenomena</i>
1230 – 1245	<i>Break</i>
1245 - 1420	<b>Oil Reserves</b> <i>Global Oil Reserves • Types of Reserves • Distribution of Reserves by Continent &amp; Country • Reserves Effects on Oil Prices</i>
1420 - 1430	<b>Recap</b>
1430	<i>Lunch &amp; End of Day One</i>

**Day 2**

0730 – 0930	<b>Oil Supply &amp; Demand</b> <i>The Balance of Supply • Global Demand of Oil • Demand Growth Rate • Factors Affecting the Demand Growth • The Renewable Energy</i>
0930 – 0945	<i>Break</i>
0945 – 1100	<b>Governmental Legislation &amp; Contractual Agreements</b> <i>Analyze Terms of the Contractual Agreements • Use the Financial Model to Evaluate Project Value Drivers</i>
1100 – 1230	<b>Governmental Legislation &amp; Contractual Agreements (cont'd)</b> <i>Identify Governmental Legislation &amp; how it Pertains to Oil Contracts • Risk Sharing Agreements</i>
1230 – 1245	<i>Break</i>
1245 - 1420	<b>Oil Projects &amp; Their Feasibility</b> <i>Calculate Revenue &amp; Profitability in Oil Projects • Project Financial Models • Project Risk Analysis • Profit-Risk Curve • Evaluate Oil Projects • Study the Economic Feasibility Behind Each Project • Various Feasibility Analysis Techniques • Capital Operational Costs</i>
1420 - 1430	<b>Recap</b>
1430	<i>Lunch &amp; End of Day Two</i>

**Day 3**

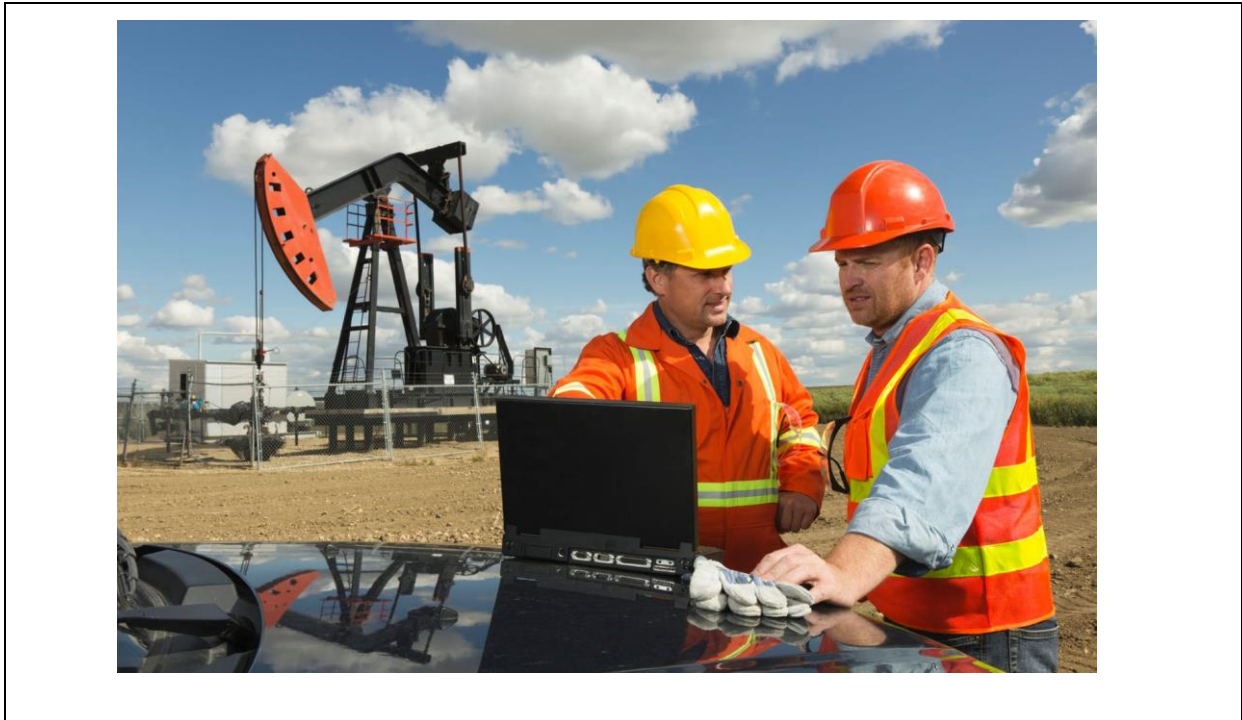
0730 – 0930	<b>Oil &amp; Gas Exploration</b> <i>Introduction in the Composition of Oil &amp; Gas Exploration Methods • Reservoir Evaluation • Project Strategy</i>
0930 – 0945	<i>Break</i>
0945 – 1100	<b>Oil &amp; Gas Exploration (cont'd)</b> <i>Drilling Techniques • Environmental Impact</i>
1100 – 1230	<b>Evaluation &amp; Delineation Drilling</b> <i>Analyze the Extraction of Oil &amp; Gas • Crude Oil Types &amp; Specifications • Sulphur Contents • Sour Natural Gas • Natural Gas Sweetening</i>
1230 – 1245	<i>Break</i>
1245 - 1420	<b>Field Development &amp; Production</b> <i>An Introduction to Petroleum Production • Field Layout • Production Techniques • Production Control • Surface Production Operations</i>
1420 - 1430	<b>Recap</b>
1430	<i>Lunch &amp; End of Day Three</i>

**Day 4**

0730 - 0930	<b>Oil Refinery &amp; Processing</b> <i>Initial Oil Processing (Field) • Oil Transportation-Methods • Flowmetering &amp; Custody Transfer</i>
0930 - 0945	<i>Break</i>
0945 – 1100	<b>Oil Refinery &amp; Processing (cont'd)</b> <i>Oil Refining (Refinery) • Various Petroleum Products</i>
1100 - 1230	<b>Upstream, Midstream &amp; Downstream</b> <i>Upstream • Midstream • Downstream • The Responsibilities of the Different Companies within the K-Group</i>
1230 – 1245	<i>Break</i>
1245 - 1345	<b>Upstream, Midstream &amp; Downstream (cont'd)</b> <i>The Use of Technology in the Industrial Security • Various Security Threats • Security Risk Analysis</i>
1345 – 1400	<b>Course Conclusion</b>
1400 – 1415	<b>POST- TEST</b>
1415 – 1430	<i>Presentation of Course Certificates</i>
1430	<i>Lunch &amp; End of Course</i>

### **Practical Sessions**

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



### **Course Coordinator**

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