COURSE OVERVIEW DE0641
Oil Industry Orientation

Course Title
Oil Industry Orientation



Course Date/Venue
Session 1: January 24-28, 2027/Meeting Plus 9, City Centre Rotana, Doha, Qatar
Session 2: August 08-12, 2027/Meeting Plus 9, City Centre Rotana, Doha, Qatar

Course Reference
DE0641

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 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 financialy 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/Outcomes & Benefits for the Participants

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 sweeting
- 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 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.

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.

Training Methodology

Our courses employ an interactive, learner-centred methodology that integrates theoretical knowledge with practical application. The training is delivered through a suitable combination of some or all of the following methods, selected according to the course content and learning objectives:

- Instructor-led presentations and facilitated discussions
- Practical workshops and participant presentations
- Hands-on exercises and real-world case studies
- Equipment demonstrations and technical drawings
- Hardware- and software-based simulations
- Gamification & Role Play in soft-skills courses only
- Virtual Reality (VR) and Augmented Reality (AR)
- Instructional videos and other relevant training resources

This blended approach encourages active participation, strengthens practical skills and supports the effective application of acquired knowledge in the workplace.

Learning Design & Customization

This course can be customized to the exact requirements of clients. Haward Technology is so proud of our huge capabilities in tailoring our courses to the training needs of our valued clients.

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

Haward's certificates are accredited by the following international accreditation organizations: -

- British Accreditation Council (BAC)

Haward Technology is accredited by the **British Accreditation Council** for **Independent Further and Higher Education** as an **International Centre**. Haward's certificates are internationally recognized and accredited by the British Accreditation Council (BAC). 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.

- 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.

Course Instructor

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. Hesham Abdou, PhD, MSc, BSc, is a **Senior Drilling & Petroleum Engineer** with over **30 years** of integrated industrial and academic experience as a **University Professor**. His specialization widely covers in the areas of **Drilling & Completion** Technology, **Directional Drilling**, **Horizontal & Sidetracking**, **Drilling Operation** Management, **Drilling & Production** Equipment, **ERD Drilling & Stuck Pipe** Prevention, **Natural & Artificial Flow Well Completion**, **Well Testing** Procedures & Evaluation, **Well** Performance, **Coiled Tubing** Technology, **Oil Recovery Methods** Enhancement**, Well Integrity** Management, **Well Casing & Cementing**, **Acid Gas** Removal, **Heavy Oil Production** & Treatment Techniques, **Crude Oil Testing & Water Analysis**, **Crude Oil & Water** Sampling Procedures, **Equipment Handling** Procedures, **Crude & Vacuum Process** Technology, **Gas Conditioning & Processing**, **Cooling Towers** Operation & Troubleshooting, **Sucker Rod Pumping**, **ESP & Gas Lift**, **PCP & Jet Pump**, **Pigging** Operations, Electric Submersible Pumps (**ESP**), Progressive Cavity Pumps (**PCP**), **Water Flooding**, **Water Lift Pumps** Troubleshooting, **Water System Design** & Installation, **Water Networks Design** Procedures, **Water Pumping** Process, **Pipelines**, **Pumps**, **Turbines**, **Heat Exchangers**, **Separators**, **Heaters**, **Compressors**, **Storage Tanks**, **Valves** Selection, **Compressors**, **Tank & Tank Farms** Operations & Performance, **Oil & Gas Transportation**, **Oil & Gas Production** Strategies, **Artificial Lift** Methods, **Piping & Pumping** Operations, Oil & Water Source Wells Restoration, **Pump** Performance Monitoring, **Rotor Bearing** Modelling, **Hydraulic** Repairs & Cylinders, **Root Cause Analysis**, **Vibration & Condition** Monitoring, **Piping Stress** Analysis, **Amine Gas Sweetening & Sulfur Recovery**, Heat & Mass Transfer and Fluid Mechanics.

During his career life, Dr. Hesham held significant positions and dedication as the **General Manager**, **Petroleum Engineering Assistant General Manager**, **Workover Assistant General Manager**, **Workover Department Manager**, **Artificial Section Head**, **Oil & Gas Production Engineer** and **Senior Instructor/Lecturer** from various companies and universities such as the Cairo University, Helwan University, British University in Egypt, Banha University and Agiba Petroleum Company.

Dr. Hesham has a **PhD** and **Master** degree in **Mechanical Power Engineering** and a **Bachelor** degree in **Petroleum Engineering**. Further, he is a **Certified Instructor/Trainer** and a **Peer Reviewer**. Dr. Hesham is a member of Egyptian Engineering Syndicate and the Society of Petroleum Engineering. Moreover, he has published technical papers and journals and has delivered numerous trainings, workshops, courses, seminars and conferences internationally.

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	*Registration & Coffee*
0800 – 0815	*Welcome & Introduction*
0815 – 0830	***PRE-TEST***
0830 – 0930	***Introduction*** *Understand The Global Oil Demand • Factors that Affect Demand • Major Global Oil Producers • OPEC*
0930 – 0945	*Break*
0945 – 1100	***Crude Oil Market*** *Crude Oil Prices • Driving Forces Behind Global Markets*
1100 – 1230	***Crude Oil Market (cont'd)*** *Supply vs. Demand*
1230 – 1245	*Break*
1245 - 1420	***Crude Oil Market (cont'd)*** *Market Share Phenomena*
1420 - 1430	***Recap***
1430	*Lunch & End of Day One*

Day 2

0730 – 0930	***Oil Reserves*** *Global Oil Reserves • Types of Reserves*
0930 – 0945	*Break*
0945 – 1100	***Oil Reserves (cont'd)*** *Distribution of Reserves by Continent & Country • Reserves Effects on Oil Prices*
1100 – 1230	***Oil Supply & Demand*** *The Balance of Supply • Global Demand of Oil • Demand Growth Rate*
1230 – 1245	*Break*
1245 - 1420	***Oil Supply & Demand (cont'd)*** *Factors Affecting the Demand Growth • The Renewable Energy*
1420 - 1430	***Recap***
1430	*Lunch & End of Day Two*

Day 3

0730 – 0930	***Governmental Legislation & Contractual Agreements*** *Analyze Terms of the Contractual Agreements • Use the Financial Model to Evaluate Project Value Drivers*
0930 – 0945	*Break*
0945 – 1100	***Governmental Legislation & Contractual Agreements (cont'd)*** *Identify Governmental Legislation & how it Pertains to Oil Contracts • Risk Sharing Agreements*
1100 – 1230	***Oil Projects & Their Feasibility*** *Calculate Revenue & Profitability in Oil Projects • Project Financial Models • Project Risk Analysis • Profit-Risk Curve*

1230 – 1245	Break
1245 - 1420	***Oil Projects & Their Feasibility (cont'd)*** *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 Three*

Day 4

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

Day 5

0730 - 0930	***Oil Refinery & Processing*** *Initial Oil Processing (Field) • Oil Transportation-Methods • Flowmetering & Custody Transfer*
0930 - 0945	Break
0945 – 1100	***Oil Refinery & Processing (cont'd)*** *Oil Refining (Refinery) • Various Petroleum Products*
1100 - 1230	***Upstream, Midstream & Downstream*** *Upstream • Midstream • Downstream • The Responsibilities of the Different Companies within the K-Group*
1230 – 1245	Break
1245 - 1345	***Upstream, Midstream & Downstream (cont'd)*** *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*

Practical Sessions

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



Course Coordinator

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