COURSE OVERVIEW DE0642
Commercial Acumen of the Oil and Gas Value Chain
A Challenging Simulation Programme

Course Title
Commercial Acumen of the Oil and Gas Value Chain: *A Challenging Simulation Programme*



Course Date/Venue
Session 1: April 18-22, 2027/Meeting Plus 9, City Centre Rotana, Doha, Qatar
Session 2: September 26-30, 2027/Meeting Plus 9, City Centre Rotana, Doha, Qatar

3.0 CEUs (30 PDHs) AWARD

Course Reference
DE0642

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 and natural gas markets and the relationship between oil/gas producers and consumers.



This course is designed to provide participants with a commercial acumen of the oil and gas value chain. Participants will understand the nature of the oil and gas industry and how they will contribute to the financial success of their companies. The course will introduce delegates to the oil and gas 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 dynamics and value chain of the global oil and gas industry; the exploration methods and the host country agreements; the drilling and well completion; the reservoir characterization and reserve estimation; the crude oil transportation and pipelines for tankers, pipelines and LNG; the natural gas markets and pricing; the field development and well performance; the petrochemicals and performance; the measuring financial performance; the petroleum products distribution and marketing; the gas distribution system and marketing; the global oil demand, crude oil market and global oil reserves; and the governmental legislation and contractual agreements.

At the end of the course, participants will be able to 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; evaluate and delineate drilling; 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; identify upstream, midstream, downstream and the responsibilities of the different companies; and recognize the use of technology in the industrial security, the various security threats and security risk analysis.

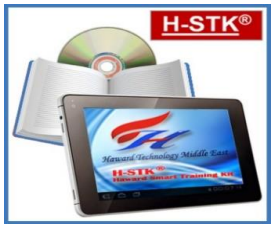
Course Objectives/Outcomes & Benefits for the Participants

Upon the successful completion of this course, each participant will be able to: -

- Apply and gain an in-depth knowledge on commercial acumen of the oil and gas value chain
- Understand the dynamics and value chain of the global oil and gas industry
- Overview of the oil and gas industry
- Exploration methods
- Host country agreements
- Drilling and well completion
- Reservoir characterization and reserve estimation
- Crude oil transportation and pipelines: tankers and pipelines
- Crude oil markets and transportation: pipelines and LNG
- Natural gas markets and pricing
- Field development and well performance
- Petrochemicals and performance
- Measuring financial performance
- Petroleum products distribution and marketing
- Gas distribution system and marketing
- 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
- 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 commercial acumen of the oil and gas value chain for administration and middle management staff. The program is suitable for level 4 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.

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(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:



Dr. Chris Kapetan, PhD, MSc, is a **Senior Petroleum Engineer** with over **30 years** of international experience within the **onshore** and **offshore oil** & **gas** industry. His wide experience covers **Decision Analytic Modelling Methods** for **Economic Evaluation**, **Probabilistic Risk Analysis** (**Monte Carlo Simulator**) **Risk Analysis Foundations**, **Global Oil Demand**, Crude Oil Market, Global Oil Reserves, Oil Supply & Demand, Governmental Legislation, Contractual Agreements, **Financial** Modeling, **Oil Contracts**, **Project Risk Analysis**, **Feasibility Analysis** Techniques, **Capital Operational Costs**, Oil & Gas Exploration Methods, **Reservoir** Evaluation, **Extraction of Oil & Gas**, **Crude** Oil Types & Specifications, Sulphur, Sour Natural Gas, **Natural Gas Sweeting**, **Petroleum Production**, Field Layout, **Production** Techniques & Control, **Surface Production** Operations, **Oil Processing**, Oil Transportation-Methods, **Flowmetering & Custody Transfer** and **Oil Refinery**. Further, he is also well-versed in Enhanced Oil Recovery (**EOR**), Electrical Submersible Pumps (**ESP**), **Oil Industries Orientation**, **Geophysics**, Cased Hole **Formation Evaluation**, Cased Hole **Applications**, Cased Hole **Logs**, Production **Operations**, Production **Management**, Perforating **Methods & Design**, Perforating **Operations**, **Fishing** Operations, **Well & Reservoir** Testing, **Reservoir Stimulation**, **Hydraulic Fracturing**, **Carbonate** Acidizing, **Sandstone** Acidizing, **Drilling Fluids Technology**, Drilling **Operations**, **Directional** Drilling, **Artificial Lift**, **Gas Lift Design**, **Gas Lift Operations**, **Petroleum Business**, **Petroleum Economics**, **Field Development Planning**, **Gas Lift Valve** Changing & Installation, **Well Completion** Design & Operation, Well **Surveillance**, Well **Testing**, Well **Stimulation** & **Control** and **Workover Planning**, **Completions** & **Workover**, **Rig Sizing**, **Hole Cleaning** & **Logging**, **Well Completion**, **Servicing** and **Work-Over Operations**, Practical **Reservoir Engineering**, **X-mas Tree & Wellhead** Operations, Maintenance & Testing, **Advanced Petrophysics/Interpretation** of **Well Composite**, **Construction Integrity** & **Completion**, **Coiled Tubing Technology**, **Corrosion Control**, **Slickline**, **Wireline & Coil Tubing**, **Pipeline Pigging**, **Corrosion Monitoring**, **Cathodic Protection** as well as Root Cause Analysis (**RCA**), Root Cause Failure Analysis (**RCFA**), **Gas Conditioning & Process Technology**, **Production Safety** and **Delusion of Asphalt**. Currently, he is the **Operations Consultant** & the **Technical Advisor** at **GEOTECH** and an independent **Drilling Operations Consultant** of various engineering services providers to the international clients as he offers his expertise in many areas of the **drilling & petroleum discipline** and is well **recognized & respected** for his process and procedural expertise as well as ongoing participation, interest and experience in continuing to promote technology to producers around the world.

Throughout his long career life, Dr. Chris has worked for many international companies and has spent several years **managing** technically **complex wellbore interventions** in both **drilling** & **servicing**. He is a **well-regarded** for his **process** and **procedural expertise**. Further, he was the **Operations Manager** at **ETP Crude Oil Pipeline Services** where he was fully responsible for optimum operations of crude oil pipeline, **workover** and **directional drilling**, **drilling rigs** and equipment, drilling of various geothermal deep wells and **exploration wells**. Dr. Chris was the **Drilling** & **Workover Manager** & **Superintendent** for **Kavala Oil** wherein he was responsible for supervision of **drilling operations** and **offshore exploration**, quality control of performance of **rigs**, **coiled tubing**, crude oil transportation via pipeline and abandonment of **well** as per the API requirements. He had occupied various key positions as the **Drilling Operations Consultant**, **Site Manager**, **Branch Manager**, **Senior Drilling** & **Workover Manager** & **Engineer** and **Drilling** & **Workover Engineer**, **Operations Consultant**, **Technical Advisor** in several petroleum companies responsible mainly on an **offshore** sour oil field (under water flood and gas lift) and a gas field. Further, Dr. Chris has been a **Professor** of the **Oil Technology College**.

Dr. Chris has **PhD** in **Reservoir Engineering** and a **Master** degree in **Drilling & Production Engineering** from the **Petrol-Gaze Din Ploiesti University**. Further, he is a **Certified Surfaced BOP Stack Supervisor** of **IWCF**, a **Certified Instructor/Trainer**, a **Certified Trainer/Assessor/Internal Verifier** by the **Institute of Leadership & Management** (**ILM**) and has conducted **numerous short courses**, **seminars** and **workshops** and has published several technical books on **Production Logging**, **Safety Drilling Rigs** and **Oil Reservoir**.

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 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	***The Dynamics & Value Chain of the Global Oil & Gas Industry***
0930 – 0945	*Break*
0945 – 1030	***Overview of the Oil & Gas Industry***
1030 – 1115	***Exploration Methods***
1115 - 1230	***Host Country Agreements***
1230 - 1245	*Break*
1245 – 1420	***Drilling & Well Completion***
1420 – 1430	***Recap***
1430	*Lunch & End of Day One*

Day 2

0730 – 0830	***Reservoir Characterization & Reserve Estimation***
0830 - 0930	***Crude Oil Transportation & Pipelines: Tankers & Pipelines***
0930 – 0945	*Break*
0945 – 1115	***Crude Oil Markets & Transportation: Pipelines & LNG***
1115 - 1230	***Natural Gas Markets & Pricing***
1230 - 1245	*Break*
1245 – 1420	***Field Development & Well Performance***
1420 – 1430	***Recap***
1430	*Lunch & End of Day Two*

Day 3

0730 – 0830	***Petrochemicals & Performance***
0830 - 0930	***Measuring Financial Performance***
0930 – 0945	*Break*
0945 – 1115	***Petroleum Products Distribution & Marketing***
1115 - 1230	***Gas Distribution System & Marketing***
1230 - 1245	*Break*
1245 – 1420	***Introduction*** *Understand The Global Oil Demand • Factors that Affect Demand • Major Global Oil Producers • OPEC*
1420 – 1430	***Recap***
1430	*Lunch & End of Day Three*

Day 4

0730 – 0830	***Crude Oil Market*** *Crude Oil Prices • Driving Forces Behind Global Markets • Supply vs. Demand • Market Share Phenomena*
0830 - 0930	***Oil Reserves*** *Global Oil Reserves • Types of Reserves • Distribution of Reserves by Continent & Country • Reserves Effects on Oil Prices*
0930 – 0945	*Break*
0945 – 1115	***Oil Supply & Demand*** *The Balance of Supply • Global Demand of Oil • Demand Growth Rate • Factors Affecting the Demand Growth • The Renewable Energy*
1115 - 1230	***Governmental Legislation & Contractual Agreements*** *Analyze Terms of the Contractual Agreements • Use the Financial Model to Evaluate Project Value Drivers • Identify Governmental Legislation & how it Pertains to Oil Contracts • Risk Sharing Agreements*
1230 - 1245	*Break*
1245 – 1420	***Oil Projects & Their Feasibility*** *Calculate Revenue & 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*
1420 – 1430	***Recap***
1430	*Lunch & End of Day Four*

Day 5

0730 – 0830	***Oil & Gas Exploration*** *Introduction in the Composition of Oil & Gas Exploration Methods • Reservoir Evaluation • Project Strategy • Drilling Techniques • Environmental Impact*
0830 - 0930	***Evaluation & Delineation Drilling*** *Analyze the Extraction of Oil & Gas • Crude Oil Types & Specifications • Sulphur Contents • Sour Natural Gas • Natural Gas Sweetening*
0930 – 0945	*Break*
0945 – 1115	***Field Development & Production*** *An Introduction to Petroleum Production • Field Layout • Production Techniques • Production Control • Surface Production Operations*
1115 - 1230	***Oil Refinery & Processing*** *Initial Oil Processing (Field) • Oil Transportation-Methods • Flowmetering & Custody Transfer • Oil Refining (Refinery) • Various Petroleum Products*

1230 - 1245	*Break*
1245 - 1345	***Upstream, Midstream & Downstream*** *Upstream • Midstream • Downstream • The Responsibilities of the Different Companies • 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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