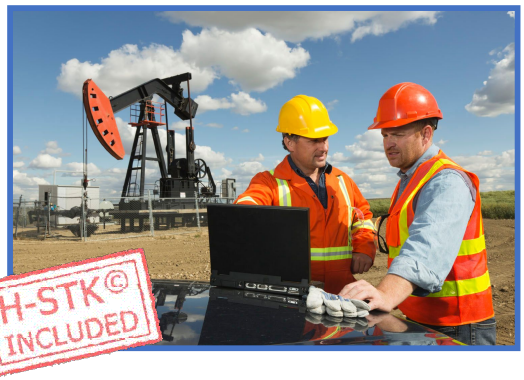
COURSE OVERVIEW TM0407
Managing an Oil & Gas Production Business

Course Title
Managing an Oil & Gas Production Business



Course Date/Venue
Session 1: June 15-19, 2025/Boardroom 1,
Elite Byblos Hotel Al Barsha,
Sheikh Zayed Road, Dubai, UAE
Session 2: November 10-14, 2025/Fujairah
Meeting Room, Grand Millennium
Al Wahda Hotel, Abu Dhabi, UAE

Course Reference
TM0407

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.

This course is designed to provide participants with a detailed and up-to-date overview of managing oil and gas production business. It covers the fundamentals of organic chemistry, petroleum and the oil and gas industry; the basic petroleum geology and origins of hydrocarbon deposits; the exploration methods, drilling proposal and types of well; the oil and gas field development, production, well fluids and surface production operations and transportation; and the operating companies and service companies, local, national and multi-national oil and gas companies.

Further, the course will also discuss the major international oil companies and national oil and gas companies including integrated and non-integrated companies; the organization of petroleum exporting companies (OPEC) and other international and multi-national organizations; the international energy agency (IEA); the production sharing agreements, oil refining operations and distillation; and the product improvement processes, product conversion processes and other operations including gas processing operations and inlet separation.

During this interactive course, participants will learn the sulfur removal, sulfur recovery and dehydration, dewpoint control and byproduct recovery; the gas compression and basic economics of the oil and gas industries; the cost of oil and gas facilities and using historical costs, cost curves and adjusting for different sizes and time periods; the cash flow models and financial modeling; the cash flow models to evaluate projects, internal rate of return, net present value and benchmark indicators; the certainty, risk and crisis problem as well as uncertainty and the role of probability in decisions; the mathematical modeling of business processes and make management decisions under conditions of certainty; and the model and interpretation of results and make management decisions under conditions of uncertainty.

Course Objectives

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

- Apply and gain in-depth knowledge on managing oil and gas production business
- Discuss the fundamentals of organic chemistry and definition of petroleum and the oil and gas industry
- Identify the basic petroleum geology and origins of hydrocarbon deposits
- Carryout exploration methods and identify drilling proposal and types of well
- Illustrate oil and gas field development, production, well fluids and surface production operations and transportation
- Identify the operating companies and service companies, local, national and multi-national oil and gas companies as well as major international oil companies and national oil and gas companies including integrated and non-integrated companies
- Define organization of petroleum exporting companies (OPEC) and other international and multi-national organizations as well as international energy agency (IEA)
- Review production sharing agreements and carryout oil refining operations and distillation
- Carryout product improvement processes, product conversion processes and other operations including gas processing operations and inlet separation
- Illustrate sulfur removal and sulfur recovery as well as dehydration, dewpoint control and byproduct recovery
- Discuss gas compression and basic economics of the oil and gas industries
- Estimate the cost of oil and gas facilities, use historical costs and cost curves and adjust for different sizes and time periods
- Illustrate cash flow models and financial modeling as well as use cash flow models to evaluate projects, internal rate of return, net present value and benchmark indicators
- Identify certainty, risk and crisis problem as well as uncertainty and the role of probability in decisions
- Discuss mathematical modeling of business processes and make management decisions under conditions of certainty
- Optimize model, interpret results and manage decisions under conditions of uncertainty

Who Should Attend

This course provides an overview of all significant aspects and considerations of managing an oil and gas production business for functional managers and those whose experience has been limited to a particular area of the industry.

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:-

- 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.

- 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. Hesham Abdou, PhD, MSc, PgDip, BSc, is a **Senior Finance & Management Consultant** with **40 years** of integrated experience within the **Oil & Gas** industries. His specialization widely covers in the areas of **Financial & Accounting** Management, **Financial Accounting** & Reporting, **Financial Accounting** Principles, **Accounting Principles & Framework**, **Budget Preparation**, **Investor** Relations, **Financial Metrics**, **Budget Allocation & Cost Control**, **Financial** Analysis, **Financial** Models & Systems, **Corporate Finance** Management, **Financial Leverage**, **Financial** Modelling & Forecasting, **Financial Analysis** Techniques, **Financial Data** Analysis Concepts & Process, **Financial** Planning Techniques, **Budgeting & Finance**, **Budget** Estimation, **Forecasting & Cost**, **Budgeting & Costing** for Decision Making, **Emotional Intelligence**, **Writing** Business Documents, **Business Writing** (Memo & Report Writing), **Leadership & Team Building**, Psychology of **Leadership**, **Interpersonal Skills & Teamwork**, **Innovation & Creativity**, Controlling Your **Time & Managing Stress**, Strategic **Human Resources** Management, **Negotiation** Skills, **Strategic Planning**, Efficient **Administration** Skills, **Coaching & Mentoring**, **Presentation** Skills, **Communication & Interpersonal** Skills, **Problem Solving & Decision-Making** Skills, **Negotiation** Skills, **Root Cause Analysis** Techniques & Methodologies, **Root Cause Analysis** for Process Upset, **Root Cause Analysis** for Process Engineers, Fundamentals of **Root Cause Analysis**, **Petroleum Refinery Processing**, **Refinery** Material Balance Calculation, **Refinery** Gas Treating, **Asset Operational Integrity**, **Corporate Governance** Best Practice, **Business Performance** Management & Improvement, Building Environment of **Trust & Commitment**, **Quality Improvement & Resource** Optimization, **Personal Resilience** Developing, Effective Role Modelling & Development, Managing Dynamic Work Environments, Organizational Development, **Career** Management, Situation & Behaviour Analysis, Interpersonal **Motivation** Skills, **Inventory** Management, **Financial** Administration, **Project & Contracts** Management Skills, **Project & Construction** Management, **Project** Planning, Scheduling & Control, **Project** Management, Project Delivery & Governance Framework, **Project** Management Practices, **Project** Management Disciplines, **Project Risk** Management, **Risk** Identification Tools & Techniques and **Project** Life Cycle.

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

Dr. Hesham has **PhD** and **Master's** degrees as well as **Post Graduate Diploma** in **Mechanical Power Engineering** and a **Bachelor's** degree in **Petroleum Engineering**. Further, he is a **Certified Instructor/Trainer** and a **Peer Reviewer**. Dr. Hesham is an active 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	***Fundamentals of Organic Chemistry***
0930 - 0945	*Break*
0945 - 1030	***Definition of Petroleum & The Oil & Gas Industry***
1030 – 1100	***Basic Petroleum Geology & Origins of Hydrocarbon Deposits***
1100 – 1200	***Exploration Activities & Exploration Methods***
1200 - 1230	***Drilling Proposal & Types of Well***
1230 - 1245	*Break*
1245 – 1330	***Oil & Gas Field Development***
1330 - 1420	***Production, Well Fluids & Surface Production Operations & Transportation***
1420 – 1430	***Recap***
1430	*Lunch & End of Day One*

Day 2

0730 – 0830	***Operating Companies & Service Companies***
0830 - 0930	***Local, National & Multi-National Oil & Gas Companies***
0930 – 0945	*Break*
0945 – 1030	***Major International Oil Companies & National Oil & Gas Companies***
1030 – 1130	***Integrated & Non-Integrated Companies***
1130 – 1230	***Organization of Petroleum Exporting Companies (OPEC)***
1230 – 1245	*Break*
1245 – 1330	***Other International & Multi-National Organizations***
1330 – 1420	***International Energy Agency (IEA)***
1420 – 1430	***Recap***
1430	*Lunch & End of Day Two*

Day 3

0730 – 0830	***Production Sharing Agreements***
0830 - 0930	***Oil Refining Operations & Distillation***
0930 – 0945	*Break*
0945 – 1030	***Product Improvement Processes, Product Conversion Processes & Other Operations***
1030 – 1130	***Gas Processing Operations & Inlet Separation***
1130 – 1230	***Sulfur Removal & Sulfur Recovery***
1230 – 1245	*Break*
1245 – 1330	***Dehydration, Dewpoint Control & Byproduct Recovery***
1330 – 1420	***Gas Compression***
1420 – 1430	***Recap***
1430	*Lunch & End of Day Three*

Day 4

0730 – 0830	***Basic Economics of the Oil & Gas Industries***
0830 - 0930	***Estimating the Cost of Oil & Gas Facilities***
0930 – 0945	*Break*
0945 – 1030	***Using Historical Costs, Cost Curves & Adjusting for Different Sizes & Time Periods***
1030 – 1130	***Building Cash Flow Models***
1130 – 1230	***What is Financial Modeling?***
1230 – 1245	*Break*
1245 – 1330	***Using Cash Flow Models to Evaluate Projects***
1330 – 1420	***Internal Rate of Return, Net Present Value & Benchmark Indicators***
1420 – 1430	***Recap***
1430	*Lunch & End of Day Four*

Day 5

0730 – 0830	***Certainty, Risk & Crisis Problem***
0830 - 0930	***Uncertainty & The Role of Probability in Decisions***
0930 – 0945	*Break*
0945 – 1030	***Mathematical Modeling of Business Processes***
1030 – 1130	***Making Management Decisions Under Conditions of Certainty***
1130 – 1230	***Optimization of the Model & Interpretation of Results***
1230 – 1245	*Break*
1245 – 1345	***Making Management Decisions Under Conditions of Uncertainty***
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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