

International Oil and Gas Business Management

Course code: OG-003



SPARK TRAINING

Professional training courses for leaders, specialists, and organizations seeking practical capability development.

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— Workshop Overview

The global oil and gas industry is shaped by complex supply chains, geopolitical dynamics, regulatory frameworks, and volatile market conditions. Managing business operations in this sector requires a deep understanding of international markets, commercial strategies, risk management, and project execution. This course equips professionals with the knowledge and tools to effectively manage oil and gas businesses across upstream, midstream, and downstream operations. Participants will gain insights into global energy markets, investment decision-making, contract management, and strategic planning to enhance competitiveness and profitability.

Why Attend

This course combines strategic business theory with real-world oil and gas case studies. Participants will engage in interactive discussions, scenario analysis, and group exercises focused on international operations. Practical workshops will cover market analysis, contract negotiation, financial evaluation, and risk management. Case

Who Should Attend

Oil and Gas Executives and Managers
Business Development and Strategy Professionals
Project Managers and Engineers in energy sector
Finance and Commercial Managers
Consultants and Advisors in oil and gas industry
Professionals seeking leadership roles in energy business

— Learning Objectives

- Understand the global oil and gas value chain and market dynamics
- Analyze international energy markets and pricing mechanisms
- Develop business strategies for oil and gas operations
- Manage contracts, joint ventures, and partnerships
- Evaluate investment opportunities and financial performance
- Identify and mitigate risks in international operations
- Understand regulatory and geopolitical impacts on the industry
- Enhance decision-making in complex energy business environments

— Course Outline

DAY
1

Global Oil and Gas Industry Overview

- Structure of the global energy market
- Upstream, midstream, and downstream operations
- Key players and international oil companies (IOCs/NOCs)
- Supply and demand dynamics
- Introduction to energy economics

DAY
2

Market Analysis and Pricing Mechanisms

- Oil and gas pricing fundamentals
- Benchmark pricing (Brent, WTI, LNG pricing models)
- Market forecasting and demand analysis
- Impact of geopolitical events on energy markets
- Energy trading basics

DAY
3

Business Strategy and Investment Decisions

- Strategic planning in oil and gas companies
- Investment appraisal techniques (NPV, IRR)
- Portfolio management and capital allocation
- Mergers, acquisitions, and partnerships
- Business model innovation in energy sector

DAY
4

Contracts, Risk, and Project Management

- Types of contracts in oil and gas industry
- Production sharing agreements (PSAs)
- Risk identification and mitigation strategies
- Project management principles in energy projects
- Regulatory and compliance considerations

DAY
5

International Operations and Future Trends

- Managing global operations and supply chains
- Cross-border legal and regulatory frameworks
- Sustainability and energy transition
- Digital transformation in oil and gas

- Case studies and strategic business simulation

— Upcoming Classroom Dates

DATE	LOCATION	FEE
5 - 9 October 2026	Barcelona - Spain	€1,925
16 - 20 November 2026	Istanbul - Türkiye	€1,425
7 - 11 December 2026	Amsterdam - Netherlands	€2,100
21 - 25 December 2026	Paris - France	€1,925
18 - 22 January 2027	Barcelona - Spain	€1,925
15 - 19 February 2027	London - United Kingdom	€2,100
15 - 19 March 2027	Munich - Germany	€2,125
19 - 23 April 2027	Amsterdam - Netherlands	€2,125

— Certificate and Registration

Participants who attend and complete the full programme receive a SPARK Training Certificate of Completion. For registration, in-house delivery, or availability questions, contact info@sparktraining.eu or +31 85 115 0004.