

Local Content Management in the Oil and Gas Industry

Course code: OG-006



SPARK TRAINING

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— Workshop Overview

Local Content is the development of local skills, oil and gas technology transfer, and use of local manpower and local manufacturing. This Local Content Management in the Oil and Gas Industry training course will discuss the business benefits of developing the primary components of a local content strategy, including building local workforce and supplier capacity, integrating local content with business plans and successfully monitoring the programmes. Whether you are developing your policy now or want to scale up your local content models, you will get practical insight into what works best for your region. This training course will equip you with the understanding and delivering local content in relation to oil and gas projects. It aims at assisting you to build local workforce and supplier capacity, and implementing and sustaining successful local content strategic plans. Furthermore, the training will offer oil and gas business practical advice on how they can realise the potential value of local content; and to offer all stakeholders suggestions on ways to help create shared value through local content development.

Why Attend

In this Local Content Management in the Oil and Gas Industry training course, our expert presenter draws on practical experience and extensive discussion with policy makers, ministers, law officers, private sector contractors around the world. This training course blends presentations with practical case studies and interactive

Who Should Attend

Local Content Managers
Capacity Building Officers
Human Resource Managers
Operations & Logistics Managers
Supply Chain & Procurement Managers
Planning & Strategy Managers
Project Managers

— Learning Objectives

- Oil and Gas Industry: Setting The Scene
- What is Local Content?
- Understanding the Context and Current Overview of Major Themes in Local Content Laws and Regulation
- Company Perspectives
- The Role of International Oil Companies
- The Role of National Oil Companies

— Course Outline

DAY 1

Introduction to Local Content in the Oil and Gas Industry

- Oil and Gas Industry: Setting The Scene
- What is Local Content?
- Understanding the Context and Current Overview of Major Themes in Local Content Laws and Regulation
- Company Perspectives
- The Role of International Oil Companies
- The Role of National Oil Companies

DAY 2

Local Content In Procurements And Contracts

- Understanding the Underlying Concepts Local Content Policy Provisions Applicable in the Oil & Gas Business
- How to Make Quick Wins In: Procurement of Goods and Services from Local Suppliers, Employment and Development of Local Workforce, Knowledge and Technology Transfer
- Building and Developing Human Capacity
- Developing Oil and Gas Industry Capacity
- Building A Globally Competitive Supplier Base: Focusing On Community Participation In The Supply Chain
- Procurement And Contract Strategy

DAY 3

Developing A Local Content Plan

- How to Approach A National Content Plan
- Content Implementation
- Implementation, Measurement And Monitoring Of Local Content
- Group Session: Local Content Strategy From A Company Perspective
- Corporate Social Responsibility (CSR)
- Local Content Agenda, Targets, Measures and Mechanisms to Meet Local Content Requirements, Monitor and Implement Targets Performance of Local Content

DAY 4

Local Content Management Plan (LCMP)

- Opportunities Driving Forces, Issues, Obstacles in Nationalizing Host Countries Workforce, Challenges and their Effective Solutions of Localization of Workforce and Suppliers for the Satisfaction of Local Content Requirements
- Maximisation of the Commercial Success of Projects with Local Content Quick Wins
- Quick Wins in Supplier Development and Training of National Suppliers and Workforce

- Challenges and Opportunities
- Managing Expectations
- Key Factors in Developing and Implementing a Local Content Strategy
- Developing Local Content Management Plan (LCMP)
- Incorporating Local Content in a Contractual Strategy
- Key-factor and Associated Risks
- Setting-up and Management of a LCMP

DAY

5

Negotiation and Drafting of Local Content Provisions

- Contract Drafting and Negotiation
- Ways to Measure Local Content
- The Balanced Scorecard and other Tools in Local Content
- Consequences of Local Content Provisions on the Execution of a Procurement Contract
- Contractual Strategy including Impact on Oil and Gas Contracts
- Tendering Process
- Recommendation and Awarding
- Execution - Control
- Impact of Local Content Provisions on Workforce Management
- Employment, Training and Education

— Upcoming Classroom Dates

DATE	LOCATION	FEE
5 - 9 October 2026	Rome - Italy	€2,125
16 - 20 November 2026	Kuala Lumpur - Malaysia	€1,400
7 - 11 December 2026	Barcelona - Spain	€1,925
11 - 15 January 2027	Cape Town - South Africa	€1,420
8 - 12 February 2027	Frankfurt - Germany	€1,625
8 - 12 March 2027	Barcelona - Spain	€1,925
12 - 16 April 2027	Frankfurt - Germany	€1,625
10 - 14 May 2027	Rome - Italy	€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.