



OIL AND GAS

Strategic Profitability & Cost Excellence in Oil and Gas Operations

Course code: OG-014

SPARK TRAINING

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

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— Workshop Overview

In the oil and gas industry, profitability is influenced by volatile prices, high capital intensity, operational complexity, and increasing pressure to improve efficiency. Organizations must manage costs carefully while maximizing production, asset performance, and long-term value creation. This course provides participants with practical strategies to strengthen profitability, optimize cost structures, improve productivity, and make smarter investment decisions across oil and gas operations.

Why Attend

This course uses an interactive and practical approach through presentations, industry case studies, financial exercises, benchmarking reviews, group discussions, scenario analysis, and real operational examples.

Who Should Attend

Operations Managers
Finance Professionals
Asset Managers
Maintenance Managers
Project Managers
Supply Chain Professionals
Anyone involved in cost, performance, or

— Learning Objectives

- Understand profitability drivers across oil and gas operations
- Analyze cost structures and identify savings opportunities
- Improve productivity and operational excellence
- Apply financial tools for investment decisions
- Use scenario and sensitivity analysis effectively
- Build cost competitiveness strategies
- Develop KPI systems for profitability monitoring
- Create practical profitability improvement action plans

— Course Outline

DAY
1

Industry Economics & Profitability Foundations

- Global oil and gas economic drivers and price cycles
- Profitability structures across upstream, midstream, downstream
- Value chain analysis and margin distribution
- Financial KPIs for operational managers
- Cost versus value creation perspective
- Benchmarking against international best practices

DAY
2

Cost Structure Analysis & Optimization

- Understanding full cost structures
- Fixed versus variable cost modeling
- Cost allocation methodologies
- Operational cost diagnostics tools
- Lean principles in oil and gas operations
- Eliminating waste and inefficiencies
- Contractor and vendor cost optimization

DAY
3

Operational Excellence & Productivity Enhancement

- Production optimization techniques
- Bottleneck identification and removal
- Asset reliability economics
- Maintenance cost optimization strategies
- Energy efficiency and process improvement
- Digital transformation for cost reduction
- Automation and predictive analytics applications

DAY
4

Financial Decision-Making & Investment Optimization

- Capital allocation strategies
- Financial modeling for project evaluation
- Sensitivity and scenario analysis
- Risk-adjusted return assessment
- Investment prioritization frameworks
- Cost of capital considerations

- Portfolio optimization strategies

DAY
5

Strategic Profitability Improvement Framework

- Designing enterprise profitability strategies
- Building cost competitiveness roadmaps
- Implementation planning and governance

- Performance monitoring systems
- KPI dashboards and reporting tools
- Change management for performance transformation
- Case studies from leading global operators
- Final action plan workshop

— Upcoming Classroom Dates

DATE	LOCATION	FEE
5 - 9 October 2026	Barcelona - Spain	€2,100
12 - 16 October 2026	Munich - Germany	€2,125
9 - 13 November 2026	Kuala Lumpur - Malaysia	€1,400
16 - 20 November 2026	Amsterdam - Netherlands	€2,100
7 - 11 December 2026	London - United Kingdom	€2,125
14 - 18 December 2026	Paris - France	€2,200
21 - 25 December 2026	Istanbul - Türkiye	€2,100
4 - 8 January 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.