

Overview of the International Petroleum Business

DECEMBER 5-8, 2011
HOUSTON, TX USA

OVERVIEW

This program is designed for individuals from many different backgrounds within the international petroleum industry, including lawyers, accountants, HR, IT specialists, marketing, and others, who seek a broad introduction of the international petroleum industry. This unique program has a lecture/workshop format. During the lectures, participants learn about the business aspects of the industry from recognized experts. During the workshop sessions, participants, working in teams, make the real-life technical and financial decisions that confront managers in the petroleum industry today. The workshop focuses on developing essential technical, financial and business knowledge of all sectors of the international petroleum industry, with additional emphasis placed on effective teamwork, decision-making abilities, and presentation skills. This careful balance of lectures and workshop is an ideal way for participants to acquire the management skills and business knowledge needed for today's industry manager.

WHO SHOULD ATTEND

This program will benefit management, administrative and technical personnel who seek to broaden their knowledge of the international petroleum business.

KEY BENEFITS

- Introduces participants to the integrated oil and gas value chains through a combination of overview lectures and team participation in a challenging business game.
- Develops key financial skills, including project investment analysis, and measures of project performance.
- Encourages participants, working in teams, to apply classroom knowledge to learn the practical aspects of the oil and gas business.

LECTURE CONTENT

Overview of the Energy Industry

UPSTREAM SECTOR

Host Government Agreements
Exploration Methods
Drilling and Well Completions
Reserves Estimation
Marketing of Crude Oil and Products
Field Development: Reservoir Performance and Surface Facilities Design

MIDSTREAM SECTOR

Crude Oil Transportation
Natural Gas Transportation
Refining and Petrochemicals
Gas Processing and Marketing of LPGs

DOWNSTREAM SECTOR

Products Distribution
Markets for Natural Gas

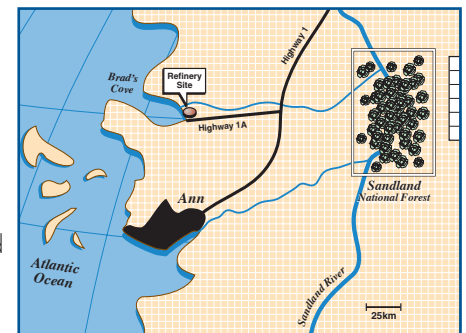
FINANCE

Energy Project Economics
Measuring Financial Performance

WORKSHOP

The International Petroleum Business Game

Participants, divided into teams, compete with each other in the development of an integrated oil company in Sandland, a fictitious country on the west coast of Africa. Teams explore and develop oil and gas reserves and then decide on the optimal way to market the production. In each session, the teams are given technical and economic background information. They then make decisions that require the commitment of both capital and operating funds. The business simulation takes place over a 20-year period and individual teams are evaluated on their financial performance. Decisions are made during 3 years of exploration, 2 years of development, and 15 years of production.



The sessions include:

- Workshop Orientation
- Review of Exploration Agreement Terms
- Exploration and Delineation Drilling
- Purchase and Interpretation of Seismic Surveys
- Field Development and Reservoir Management
- Crude Oil Marketing and Refining
- Gas Processing
- Markets for Associated Natural Gas: Power Generation, Ammonia, and Export Pipeline
- Evaluation of Performance and Presentation of Results

INSTRUCTORS



DR. KERMITT WALROND is a Management Consultant who has served as: Deputy Chairman of the Board of Directors of Neal & Massy Energy Company in Trinidad & Tobago, Chairman of the Board of Directors of NM Wood Group Ltd., and Special Advisor to the Board of Governors of the Trinidad & Tobago Institute of Technology. He is a member of the Advisory Council of the Energy Centre of the University of Trinidad and Tobago. Dr. Walrond currently provides lecturing services in negotiation skills as well as consulting services to IHRDC. Until 2000 he had accumulated 33 years of international service with British Petroleum, Shell, Amoco and then BP. His early experience was in engineering and operations with British Petroleum (Trinidad) Ltd. He served five years with Shell in their Houston Research Laboratory before joining Amoco, where he held progressively more senior positions including Regional Production Manager, Houston; Production Manager, Norway; Manager of Engineering, Worldwide; and Vice President, Production & Transportation, for BP's Caspian operations in Azerbaijan and Georgia. He has three degrees in Petroleum Engineering - a B.S. (Honors) from the University of Birmingham, United Kingdom, and a M.S. and Ph.D. from Pennsylvania State University. Dr. Walrond was a Distinguished Lecturer for the SPE in 1988-89 and was elected a Distinguished Member in 1991. The Pennsylvania State University has honored him as a Centennial Fellow, College of Earth & Mineral Sciences (1996) and as an Alumni Fellow (1997). In 2009 he received a Centennial Award in the field of International Relations from the Government of the Republic of Trinidad & Tobago.



MAHER HABBAL is a Manager, Business Simulators Development/Applications for IHRDC. He is responsible for developing and implementing the business simulation models used in IHRDC management programs and workshops. To date he has built five such simulators: one for the oil industry, two for gas, and two for power. His other responsibilities include internal financial reporting, analysis and forecasting. Before joining IHRDC, Mr. Habbal worked three years with Arthur D. Little, Inc. as a Senior Financial Analyst in financial reporting and modeling. Also, as a member of the teaching staff at the Arthur D. Little School of Management Master of Science in Management Program, he taught Finance, Economics and Accounting. Mr. Habbal holds a M.S. degree in Management from Arthur D. Little School of Management and a B.S. in Business Economics from the Lebanese American University.

PROGRAM LOCATION & SCHEDULE

The program will begin on the first day with registration at 7:30am and end mid-afternoon on the last day. Participants may be asked to stay later on some of the first few evenings to complete workshop sessions. Hotel details will be provided upon registration.

Enrollment Fees: Houston, Texas: US\$2,850

**IHRDC will provide a discount to companies who enroll five or more participants in one program.*

PLEASE ENROLL ME IN: **OVERVIEW OF THE INTERNATIONAL PETROLEUM BUSINESS**

Houston, TX USA

Name _____

Job Title/Position _____

Company _____

Address _____

City/State _____ Country _____

Telephone _____ Fax _____

E-mail _____

PAYMENT METHOD

Fee Enclosed Please Invoice Send to the attention of: _____

Mastercard Visa American Express Discover

Card Number _____ Exp. Date _____

Signature of Cardholder _____

TO REGISTER PLEASE CONTACT IHRDC AT:

REGISTRAR@IHRDC.COM; Fax: 1.617.536.4396 or Phone: 1.617.536.0202

WWW.IHRDC.COM

Enrollment Code

The Enrollment Code in this box is required when registering for a course.

Enrollment Code: IWEB11

ADDITIONAL OFFERINGS FROM IHRDC:

Petroleum Project Economics & Risk Analysis

BALI NOVEMBER 21-24, 2011

International Gas Business Workshop

HOUSTON JANUARY 30-FEB 3, 2012

BALI FEBRUARY 20-24, 2012

RIO DE JANEIRO MARCH 5-9, 2012

Building a World-Class Workforce: A Competency-Based Approach

HOUSTON FEBRUARY 13-17, 2012

DUBAI MARCH 11-15, 2012

KUALA LUMPUR JULY 16-20, 2012

Offshore E&P Project Development Workshop

HOUSTON MARCH 26-30, 2012

LNG Business Workshop

DOHA APRIL 22-24, 2012

Overview of the International Petroleum Business

DUBAI APRIL 16-19, 2012