

# IHRDC

International Human Resources Development Corporation

2012 REGIONAL OFFERING

## International Gas Business Workshop



Houston

JANUARY 30 – FEBRUARY 3, 2012

Bali

FEBRUARY 20 – 24, 2012

Rio De Janeiro

MARCH 5 – 9, 2012



# International Gas Business Workshop

5 DAYS

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## PROGRAM OBJECTIVES

This program is designed for individuals who wish to obtain a comprehensive understanding of today's international gas business. This intensive five-day program covers the complete gas and gas-liquids value chain - upstream, midstream and downstream - including the technical, economic, commercial, regulatory and market fundamentals that drive the industry today. The instructional format consists of a careful balance of lectures by experienced experts and a proprietary "business game" that allows participants, working in teams, to internalize the learning.

## WHO SHOULD ATTEND

This program will benefit management, administration, government, operational and technical personnel who wish to broaden their knowledge of the international gas business and "best practices" of the natural gas business, especially the commercialization of gas projects.

## INSTRUCTIONAL FORMAT

This intensive program has a balanced lecture and integrated gas business "game" format that continues to receive "rave" reviews from participants as an excellent way to maximize the learning and "have fun." A summary of all sessions can be found under Program Content below.

## PROGRAM CONTENT

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The International Gas Market Structures  
Host Government Agreements  
Exploration Methods  
Drilling and Well Completions  
Cost of Gas Supply and Energy Project Economics  
Estimating Resources and Reserves  
Surface and Gas Processing Facilities and the Markets for Gas Liquids  
Load Balancing and Underground Gas Storage Facilities  
Gas Pipeline Systems  
Gas-Fired Power Plants  
Gas Distribution  
Ammonia, Methanol and GTL Monetization Opportunities for Gas  
LNG Project Fundamentals and Transportation  
Gas Field Design and Development  
Measuring Company Financial Performance  
Industry Regulation, Deregulation and Convergence  
Project Financing: Commercial Debt Structuring  
Gas Trading and Risk Management

HOUSTON: JANUARY 30 – FEBRUARY 3, 2012

BALI: FEBRUARY 20 – 24, 2012

RIO DE JANEIRO: MARCH 5 – 9, 2012

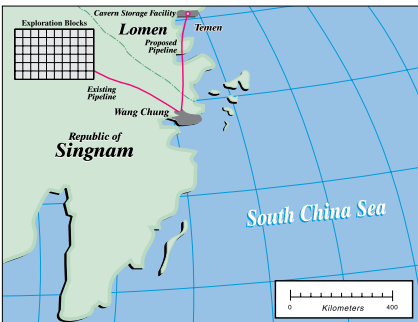
## WORKSHOP

### Singnam and Expetra: The International Gas Business Game

This gas business workshop allows participants, working in teams, to participate in a challenging “business game.” For Asia programs the game takes place in the Republic of Singnam, a country in the South China Sea and, for Atlantic Basin programs, the setting is the Republic of Expetra, a island in the Caribbean. In each case teams negotiate the first exploration agreement ever with the host country and then explore for, develop and produce gas and gas liquids that satisfy the most favorable market opportunities, both domestic and international. In order to make the best decisions the teams analyze the cost of supply and the economics of each gas market and then commit resources to build their own value chain. In so doing they learn the commercial contributions of each sector of the industry and how they are all interrelated. The business game has a simulated time span of 20 years during which the teams, by being challenged to achieve the best overall financial performance, have extensive discussions before making decisions, which causes them to internalize the learning and “have fun.”



Republic of Expetra



Republic of Singnam

The sessions include:

- Workshop Overview
- Negotiating the Host Government Agreement
- Exploration, Drilling and Reserves Estimation
- Surface Facilities and LPG Plant Decision
- Export Pipeline Market Decision
- Gas Distribution Market Decision
- Gas-fired Power Plant Market Decision
- Ammonia and Methanol Project Decisions
- Integrated Field Development and Market Decisions
- Supplemental Field/Market Decisions
- Team Presentations of Overall Performance

# Instructors

## JOHN B. KING



John B. (Jack) King, is an expert in the developing and marketing of natural gas, both in pipeline natural gas and LNG, with over 26 years experience in Mobil and ExxonMobil Corporations. Jack began his career as a production engineer in the Gulf of Mexico. He then progressed through a number of senior executive natural gas marketing positions for both Mobil and ExxonMobil affiliates in the United States, Indonesia, Qatar, Peru, Venezuela, Japan and Russia. From Indonesia and Qatar, he participated in successful long-term LNG sales contract negotiations with consumers in Japan, South Korea, India, Italy and Taiwan. He led both Mobil Corporation's efforts in the Camisea gas project in Peru and ExxonMobil's participation in the Venezuela LNG project. As Project Executive for the Sakhalin-1 project, he concluded a successful feasibility study to bring pipeline natural gas from ExxonMobil's Sakhalin-1 project, in Russia, to Japanese utilities and concluded a successful long-term agreement to bring pipeline natural gas to China from the Sakhalin-1 project. Jack received a B.S. in General Engineering and Military Art from the United States Military Academy at West Point, New York, and earned an MBA degree from Tulane University.

## MAHER HABBAL



Maher Habbal is 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 Fee

HOUSTON, BALI: US\$3,750      RIO DE JANIERO: US\$3,950

IHRDC will provide a discount to companies who enroll five or more participants.

The fee for this Program includes instruction, instructional materials, breaks and lunch during session days and miscellaneous conference expenses. Fees do not include travel, hotel expenses or morning and evening meals; these are the responsibility of the enrollee. Payment should be made by wire transfer, credit card or by check in U.S. funds drawn on a U.S. Bank. Fees must be paid in full prior to the first day of the program.

# Enrollment Form

Fax this completed page to: 1.617.536.4396 or 1.617.247.6669

By mail, send to: IHRDC Management Programs  
535 Boylston Street, Boston, MA 02116 U.S.A.

Questions? Call 1.617.536.0202 or E-mail us at registrar@ihrdc.com

## ENROLLMENT CODE

**IWEB12**

The Enrollment Code is required when registering for this course.

## INTERNATIONAL GAS BUSINESS WORKSHOP

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|---|---------------------------|------------------|
| <input type="checkbox"/> HOUSTON        | JANUARY 30 – FEB. 3, 2012 | \$3,750 (U.S.\$) |
| <input type="checkbox"/> BALI           | FEBRUARY 20 – 24, 2012    | \$3,750          |
| <input type="checkbox"/> RIO DE JANEIRO | MARCH 5 – 9, 2012         | \$3,950          |

## CONTACT INFORMATION (Please type or print clearly.)

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 \_\_\_\_\_

## 2012 Petroleum Business Workshops

### INTERNATIONAL LOCATIONS

#### HOUSTON

International Gas Business Workshop	JAN. 30 – FEB. 3, 2012
Building a World-Class Workforce: A Competency-Based Approach	FEBRUARY 13 – 17, 2012
Offshore E&P Project Development Workshop	MARCH 26 – 30, 2012

#### BALI

Petroleum Project Economics & Risk Analysis	FEBRUARY 13 – 16, 2012
International Gas Business Workshop	FEBRUARY 20 – 24, 2012

#### RIO DE JANEIRO

International Gas Business Workshop	MARCH 5 – 9, 2012
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#### DUBAI

Building a World-Class Workforce: A Competency-Based Approach	MARCH 11 – 15, 2012
Overview of the International Petroleum Business	APRIL 16 – 19, 2012

#### DOHA

LNG Business Workshop	APRIL 22 – 24, 2012
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#### KUALA LUMPUR

Building a World-Class Workforce: A Competency-Based Approach	JULY 9 – 13, 2012
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# IHRDC

WORLDWIDE LOCATIONS

## IHRDC/CORPORATE HEADQUARTERS

535 Boylston Street, 12th Floor Boston, MA 02116 USA

Tel: 1.617.536.0202

Fax: 1.617.536.4396

Email: [corporate@ihrdc.com](mailto:corporate@ihrdc.com)

## IHRDC/HOUSTON

2500 CityWest Blvd. Suite 300 Houston, TX 77042 USA

Tel: 1.617.456.3409

Email: [houston@ihrdc.com](mailto:houston@ihrdc.com)

## IHRDC/AMSTERDAM

Coen de Koninglaan 35 1135CM Edam, The Netherlands

Tel: 31.299.373480

Email: [amsterdam@ihrdc.com](mailto:amsterdam@ihrdc.com)

## IHRDC/CAIRO

55, Road 206, Digla, Maadi, Cairo, Egypt

Tel: 20.22.519.7275

Fax: 20.22.519.7274

Email: [cairo@ihrdc.com](mailto:cairo@ihrdc.com)

## IHRDC/JAKARTA

Villa Melati Mas Block i.12a No. 12  
Serpong 13250

Tangerang, Banten, Indonesia

Tel: 62.21.68299480

Fax: 62.21.5372392

Email: [jakarta@ihrdc.com](mailto:jakarta@ihrdc.com)

## IHRDC/MALAYSIA

No: 42, Jalan 9/23A

Off Jalan Usahawan, Setapak

53200, Kuala Lumpur, Malaysia

Malaysia Mobile: 60.12.301.8297

Email: [malaysia@ihrdc.com](mailto:malaysia@ihrdc.com)

## IHRDC/LAGOS

Plot 93, Block 14, Akanbi Disu Street

Off Otunba Adedoyin Ogunbe Crescent

Lekki Phase 1, Lagos, Nigeria

Tel: 234.803.301.4101

Email: [lagos@ihrdc.com](mailto:lagos@ihrdc.com)