

# IHRDC

International Human Resources Development Corporation

2012 REGIONAL OFFERING

## Overview of the International Petroleum Business



Dubai

APRIL 16 – 19, 2012



# Overview of the International Petroleum Business

4 DAYS

## PROGRAM OBJECTIVES

This program is designed for individuals from many different backgrounds, including technical specialists, lawyers, accountants, HR, IT specialists, marketing, and other specialties, who seek a broad introduction to the international petroleum industry. This unique offering has a lecture/business game format, which allows attendees to learn the essential technical, commercial, operational and financial aspects of all sectors of the international petroleum industry, including both the oil and gas value chains. This careful balance of lectures and team participation in a challenging "business game" workshop is an ideal way for participants to obtain a practical understanding of the foundations and business drivers of today's petroleum business.

## WHO SHOULD ATTEND

This program will benefit management, administrative, government, operational and technical personnel who seek a comprehensive understanding of the international petroleum business.

## INSTRUCTIONAL FORMAT

The instructional format consists of brief lectures that focus on the essentials of each sector of the oil and gas industry followed by team participation in a challenging business game session that requires typical industry decisions related to the lecture. The team setting is Sandland, a country on the West Coast of Africa.

## PROGRAM CONTENT

### OVERVIEW

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: Pipeline and LNG

Refining and Petrochemicals

Gas Processing and Marketing of LPGs

### DOWNSTREAM SECTOR

Petroleum Products Marketing and Distribution

Marketing and Sale of Natural Gas

### FINANCIAL SESSIONS

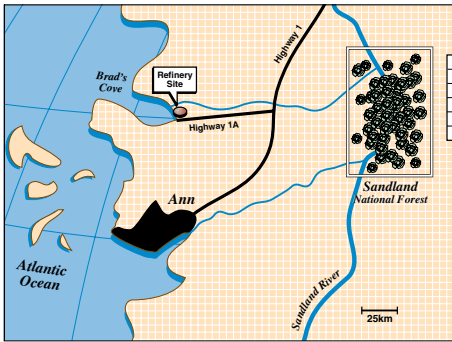
Energy Project Economics

Measuring Financial Performance

## WORKSHOP

### Sandland: International Petroleum Business Game

Participants, divided into teams, compete to develop the best performing integrated oil company in Sandland, a fictitious country on the West Coast of Africa. They explore for and develop oil and gas reserves and then decide on the optimal way to develop and market the production by making commitments of both capital and operating funds. The business simulation takes place over a 20-year period and individual teams present and are evaluated on their overall financial performance.



Republic of Sandland

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

“Simply excellent! I highly recommend this program to every manager in the petroleum industry today”

–2010 participant

# 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

4-DAY WORKSHOP: US\$3,500

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.

## OVERVIEW OF THE INTERNATIONAL PETROLEUM BUSINESS

DUBAI, U.A.E

APRIL 16 – 19, 2012

\$3,500 (U.S.\$)

## 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

#### DUBAI

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

MARCH 11 – 15, 2012

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APRIL 16 – 19, 2012

#### DOHA

LNG Business Workshop

APRIL 22 – 24, 2012

#### KUALA LUMPUR

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

JULY 9 – 13, 2012

# IHRDC

WORLDWIDE LOCATIONS

## IHRDC/CORPORATE HEADQUARTERS

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

Tel: 1.617.536.0202

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

## IHRDC/HOUSTON

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## IHRDC/AMSTERDAM

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Tel: 31.299.373480

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

## IHRDC/CAIRO

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## IHRDC/JAKARTA

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Fax: 62.21.5372392

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

## IHRDC/MALAYSIA

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Off Jalan Usahawan, Setapak

53200, Kuala Lumpur, Malaysia

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## IHRDC/LAGOS

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