



Consulting and Training | Reach New Heights

Course Name

Strategic Management in Upstream Oil and Gas

Sector Name

Oil, Gas and Chemical

Document Type

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Strategic Management in Upstream Oil and Gas

Course Introduction

The oil and gas industries are experiencing significant shifts, with volatile prices and emerging alternative energy sources reshaping the landscape. Growth in global demand, particularly from newly industrializing markets, is altering the dynamics of upstream and downstream operations, necessitating strategic adaptations for sustained performance. These changes extend to the closely intertwined petrochemical sector, accentuating the need for a revamped approach to business strategy.

Craft resilient business strategies

This training course equips participants with the skills to navigate the evolving industry. Through comprehensive sessions, attendees will explore the changing global dynamics, craft resilient business strategies, and seamlessly integrate strategic and operational management. The course also delves into effective implementation strategies and organizational change management, empowering participants to drive meaningful transformation within their organizations.

Training Course Methodology



This course is designed to be interactive and participatory, and includes various learning tools to enable the participants to function effectively and efficiently. The course will use sessions, exercises, case applications, and a presentation about proven-by-practice methods, new insights, and ideas about emotional intelligence and its effects in the corporate world.

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Target Audience

- ✓ Process design
- ✓ Unit Operator
- ✓ Environmental
- ✓ Process safety engineer
- ✓ Gasoline blender engineer
- ✓ Lab supervisor
- ✓ Supply chain engineer
- ✓ Distillates analyst
- ✓ Models engineer
- ✓ Chemical Operator
- ✓ Chemical Plant Operator
- ✓ Chemical Process Technician
- ✓ Control Room Supervisor
- ✓ Gas Plant Process Operator
- ✓ Gas Production Operator
- ✓ Gas Terminal Operations and Storage
- ✓ Gathering Pipeline engineer
- ✓ Oil Terminal / Storage engineer
- ✓ Pipeline Maintenance / Equipment / Compliance / Repair
- ✓ Pipeline Testing / Technician / Supervisor / Safety
- ✓ Plant Equipment Operator

- ✓ Plant Operations Technician
- ✓ Plant Shutdown
- ✓ Plant Supervisor
- ✓ Power Distribution
- ✓ Power Plant Manager
- ✓ Process Supervisor
- ✓ Refinery Operations Technician / Manager
- ✓ Terminal Operator / Manager
- ✓ Utilities Operator

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Learning Objectives

- ✓ Examine potential future opportunities for strategic growth.
- ✓ Formulate a targeted strategy to capitalize on the most promising opportunities.
- ✓ Allocate resources and efforts to maintain a competitive advantage.
- ✓ Oversee critical processes of strategic innovation and organizational change.
- ✓ Establish and guide a proficient team to implement the new strategic direction.

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Course Outline

✓ **01 Day One**

The Current and Future Dynamics of the Global Oil and Gas Business

- ✓ Structural Change in Supply and Demand in the Global Oil and Gas Business
- ✓ The Future of Oil and Gas compared with other Major Energy Sources
- ✓ Developments in Upstream Activities and their Strategic Impact
- ✓ Developments in Downstream Activities and their Strategic Impact
- ✓ The Changing Significance of the Petrochemical Sector
- ✓ Forecasting the Future Major Trends in Oil and Gas
- ✓ The Changing Balance of OPEC and Non-OPEC Activities

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Course Outline

✓ **02 Day Two**

Creating and Applying a Robust Business Strategy

- ✓ Leading-edge Thinking in Business Strategy
- ✓ The Process and Content of Contemporary Strategic Analysis
- ✓ How to Create an Effective Strategic Plan
- ✓ Focus and Concentration of Resources to Sustain Advantage
- ✓ Financial and Non-Financial Performance Management
- ✓ Contrasting Examples of Successful Strategies
- ✓ Executing Strategy - Break It Down and Get It Done

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Course Outline

✓ **03 Day Three**

Aligning and Linking Strategic and Operational Management

- ✓ The Principle of Strategic Alignment and Its Significance
- ✓ Programmes, Projects and Policies – Cohesion and Priorities
- ✓ Aligning Corporate Resources with Objectives and Targets
- ✓ Aligning the Organizational Structure with the Strategic Plan
- ✓ Designing an Information System to Facilitate Effective Control
- ✓ Coordinating Strategic and Operational Management
- ✓ Dealing With Variance and Divergence in Operational Management

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Course Outline

✓ **04 Day Four**

Implementing Strategic Plans Effectively

- ✓ Structuring and Managing a Strategic Planning Team
- ✓ Setting Strategic and Operational Goals and Targets
- ✓ System Control and the Requirement for Agile Capability
- ✓ People Development - Cascading Your Strategy
- ✓ Strategic and Operational Reviews and Consequent Decisions
- ✓ Resource Budgeting and Internal / External Relationships
- ✓ Identifying and Planning for Change in the Oil and Gas Business

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Course Outline

✓ **05 Day Five**

Achieving Strategic Change in the Oil and Gas Business

- ✓ What are the Main Factors Affecting Profitable Growth in the Oil and Gas Business?
- ✓ Where are the Best Opportunities in the Changing Global Oil and Gas Market?
- ✓ Value Migration and Value Capture – The Quest for Sustainability
- ✓ What are the Investment Priorities to support the Process of Change?
- ✓ The Strategic Manager as Coach and Mentor for Team Members
- ✓ Gaining Buy-in and Commitment amongst the Various Stakeholders
- ✓ Deciding Your Top Priorities after Completing this Training Course

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
April 4, 2027	April 8, 2027	5 days	4250.00 \$	KSA , Al Khobar
June 8, 2026	June 12, 2026	5 days	4950.00 \$	Indonesia , Jakarta
Aug. 10, 2026	Aug. 14, 2026	5 days	4250.00 \$	UAE , Dubai
Dec. 28, 2026	Jan. 1, 2027	5 days	4250.00 \$	UAE , Dubai

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