Oil & Gas Industry for Non-Technical Professionals

29 November – 3 December 2026
Cairo (Egypt)



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Introduction

The oil and gas industry is one of the most complex and globally influential sectors. For non-technical professionals, understanding how the industry operates—across exploration, production, transportation, refining, and distribution—is essential for effective collaboration with technical teams and informed decision-making.

This course provides a clear, structured, and comprehensive introduction to the oil and gas value chain, explained in a practical and accessible way without requiring any engineering background. Through simplified technical content, real-world examples, case studies, and guided discussions, participants gain the essential knowledge needed to understand upstream, midstream, and downstream activities.

This program is ideal for administrative, financial, commercial, HR, procurement, and management professionals who interact with technical departments and wish to build a strong foundational understanding of the sector.

Course Objectives

By the end of the course, participants will be able to:

- Understand how the oil and gas industry operates—from exploration to final product distribution.
- Identify the major components and functions of the upstream, midstream, and downstream sectors.
- Recognize essential terminology, processes, equipment, and workflows.
- Understand the commercial, economic, and regulatory mechanisms that shape the industry.
- Communicate more effectively and confidently with technical teams and other stakeholders.
- Gain insight into industry risks, safety requirements, and environmental considerations.

Course Outlines

Day 1: Overview of the Global Oil & Gas Industry

- Introduction to the global energy landscape and market structure.
- The role of oil and gas in the world economy.
- Overview of the oil and gas value chain: upstream, midstream, and downstream.
- Key terminology and major industry players.
- Current trends: energy transition, digital transformation, and sustainability.



Day 2: Upstream Operations Exploration & Production

- Introduction to geology and exploration fundamentals.
- How oil and gas reservoirs are identified and discovered.
- Drilling basics: rig components, types of wells, and drilling workflow.
- Production operations: artificial lift systems, well testing, surface facilities.
- Case Study: The full life cycle of an oil field.

Day 3: Midstream and Downstream Fundamentals

- Midstream operations: pipelines, storage facilities, tank farms, LNG.
- Transportation methods: marine, pipelines, trucking, and rail.
- Downstream operations: refining processes and petrochemical production.
- Refining fundamentals: distillation, cracking, and blending.
- Distribution of petroleum products to end-users.

Day 4: Commercial, Economic & Regulatory Aspects

- Pricing mechanisms for oil and gas and key market indicators.
- Contract types and business models: PSCs, service contracts, joint ventures.
- Financial drivers and cost structures in oil and gas projects.
- Regulatory frameworks, compliance requirements, and HSE standards.
- Activity: Oil & Gas Market Simulation — scenario analysis and decision-making.

Day 5: Risks, Safety, Environmental Issues & Industry Outlook

- Safety culture and HSE requirements in oil and gas operations.
- Major categories of risk: operational, financial, and environmental.
- Review of significant industry incidents and lessons learned.
- Environmental considerations and sustainability initiatives.
- Recap of key topics, open Q&A session, and knowledge check.

Why Attend This Course: Wins & Losses!

- A complete understanding of the oil and gas value chain—instead of remaining unsure how the industry works.
- Improved communication with technical teams—instead of recurring misunderstandings.
- Clarity on commercial drivers and industry economics—instead of struggling to interpret decisions or market changes.
- Stronger professional credibility and better decision-making capability.
- Knowledge of essential safety and regulatory principles—instead of risking non-compliance.



Conclusion

This course equips non-technical professionals with the fundamental knowledge needed to understand the structure, operations, commercial environment, and challenges of the oil and gas industry. Participants will gain the confidence to engage with technical teams, understand project activities, and contribute more effectively to organizational goals.

By bridging the knowledge gap between technical and non-technical roles, this program enables participants to interpret industry dynamics, support decision-making, and build stronger professional impact within the energy sector

