Oil and Gas Business Management

1 – 5 March 2027
Lyon (France)



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Introduction

Oil and gas business management is a cornerstone of efficiency, sustainability, and growth in one of the world's most dynamic industries. It integrates strategic planning, financial management, risk control, contract negotiation, and supply chain optimization to ensure organizational resilience and long-term success.

This comprehensive training program provides participants with practical knowledge and hands-on skills to manage operations effectively, tackle industry challenges, and develop strategies that align with corporate goals while minimizing operational and financial risks.

Course Objectives

By the end of this program, participants will be able to:

- Understand the fundamental principles of oil and gas business management.
- Analyze financial data to support strategic decisions.
- Develop risk management frameworks for volatile environments.
- Apply best practices in contract and supply chain management.
- Enhance negotiation skills to achieve favorable outcomes.
- Utilize analytical tools to improve innovation and efficiency.
- Design operational plans with governance and sustainability in mind.
- Strengthen leadership and team-building capabilities.

Course Outlines

Day 1: Introduction to Oil and Gas Business Management

- Fundamentals of the oil and gas industry.
- The role of business management in energy markets.
- Key industry challenges and opportunities.
- Strategic importance of effective governance.
- Case studies: global oil and gas organizations.
- Workshop: analyzing a business environment.



Day 2: Financial Management in Oil and Gas

- Understanding and analyzing financial statements.
- Cost control strategies for energy projects.
- Long-term financial planning.
- Managing working capital effectively.
- Forecasting and evaluating cash flows.
- Practical exercise: preparing an operational budget.

Day 3: Risk Management and Sustainability

- Identifying operational and financial risks.
- Strategies to mitigate risks in volatile markets.
- Integrating sustainability into business strategy.
- Governance and its role in sustainable growth.
- Linking enterprise risk management with decision-making.
- Group exercise: building a risk matrix.

Day 4: Contract Management and Supply Chain Optimization

- Negotiation principles in oil and gas contracts.
- Lifecycle management of contracts.
- Best practices in supplier evaluation and selection.
- Building resilient supply chains.
- Case study: managing supply chain disruptions.
- Workshop: designing an effective supply plan.

Day 5: Leadership and Continuous Improvement

- Leadership skills in complex environments.
- Enhancing communication within cross-functional teams.
- Principles of continuous improvement.
- Tools for performance measurement and monitoring.
- Building organizational roadmaps for growth.
- Final assessment and personal development planning.



Why Attend this Course? Wins & Losses!

- Gain a holistic understanding of oil and gas business management.
- Strengthen financial, strategic, and operational decision-making skills.
- Improve efficiency and reduce costs through effective management.
- Acquire proven techniques for managing contracts and suppliers.
- Learn up-to-date industry practices from global benchmarks.
- Enhance career growth in the oil and gas sector.
- Build a professional network of peers and industry experts.
- Apply hands-on solutions directly in your organization.

Conclusion

Oil and gas business management goes beyond financial oversight and contract handling—it encompasses an integrated approach to strategy, sustainability, and risk control. Effective management ensures operational excellence and positions organizations for resilience in a rapidly changing global energy landscape.

This program equips participants with a powerful blend of theory and practice. From mastering financial strategies and contract negotiation to leading teams and building sustainable operations, attendees will leave ready to drive value, innovation, and long-term success within their organizations.

