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# Oil and Gas Production Business Planning Training Course

11 – 15 October 2027
Milan

# Oil and Gas Production Business Planning Training Course

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Oil and Gas Production Business Planning is a 1-week training course for production managers and business leads who build a production business performance plan for an operating asset. Producing assets now compete for capital against lower-cost barrels and transition projects, so every forecast, budget line and contract term must show how it earns its place. Jupiter Prime Training sets this planning discipline in the context of asset strategy.

## Why Oil and Gas Production Business Planning Matters Now

Three forces shape how producing assets are planned today. Partners and shareholders expect capital discipline and a clear return on every barrel lifted. Service contract markets swing between tight and slack, moving the cost of wells, vessels and maintenance crews. Emissions intensity now sits beside lifting cost when portfolios are ranked, so planners must show both. An asset that plans well defends its budget and attracts investment; one that plans poorly loses funding, crews and partner confidence to rival assets in the same portfolio.

## Who Gains Most from Oil and Gas Production Business Planning

- Leaders accountable for an asset's production target and budget
- Planners who turn reservoir and well forecasts into volume and deferment profiles
- Asset finance partners who model unit costs, cash flow and partner billing
- Contract owners who manage service agreements for wells, logistics and maintenance
- Performance leads who report asset scorecards to management and joint venture partners

An asset leadership group gains most when its production, finance and contract leads attend together.

## Oil and Gas Production Business Planning Capabilities

Participants link reservoir deliverability, spend and commercial terms into one view of the asset as a business unit.

- Build a volume forecast with planned and unplanned deferment allowances — the annual production target
- Calculate unit operating cost per barrel of oil equivalent by cost driver — asset ranking against peers
- Design an activity-based production budget tied to well and facility work — budget approval by partners
- Specify a scorecard of leading and lagging indicators — monthly asset reviews with management
- Weigh contract models and incentive terms for service providers — sourcing and renewal choices
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Assess value levers such as uptime, choke management and cost reduction — capital and opex allocation

## Key Oil and Gas Production Business Planning Terms

- Production Deferment — volume lost against potential through shutdowns, trips or well downtime.
- Unit Operating Cost — operating spend divided by produced volume, usually per barrel of oil equivalent.
- Activity-Based Budget — a budget built from planned work scopes rather than last year's spend.
- Production Efficiency — actual production as a share of the maximum the asset could deliver in the period.
- Value Lever — a controllable action, such as uptime or contract terms, that changes asset cash flow.
- Asset Scorecard — a short set of indicators that shows asset health to managers and partners.

## Oil and Gas Production Business Planning Day by Day

### Day 1: The Producing Asset as a Business Unit

- Asset Life Cycle Economics — Where The Asset Sits On Its Decline Curve
- Partner And Shareholder Expectations — What Owners Ask Of A Producing Asset
- Reserves Categories And Planned Volumes — What The Plan Can Commit
- Asset Cash Flow Waterfall — Revenue, Opex, Capex And Fiscal Take
- Planning Calendar And Approval Gates — Timing Of Plan And Budget Decisions

### Day 2: Volume Forecasting and Deferment

- Well-By-Well Potential Profiles — Building The Bottom-Up Production Forecast
- Planned Deferment Schedules — Shutdowns, Turnarounds And Well Interventions
- Unplanned Loss Allowances — Setting Realistic Trip And Constraint Factors
- Production Efficiency Tracking — Gaps Between Potential And Delivered Volume
- Forecast Range And Confidence Levels — Choosing The Committed Target

### Day 3: Unit Costs and the Production Budget

- Cost Driver Mapping — Fixed, Variable And Step Costs Of Lifting
- Unit Cost Per Barrel Benchmarking — Ranking The Asset Against Peers
- Activity-Based Budget Build — Linking Work Scopes To Spend Lines
- Earned Value For Operating Spend — Tracking Budget Burn Against Progress
- Budget Variance Explanation — Separating Volume, Price And Efficiency Effects

## Day 4: Contracts, Indicators and Value Levers

- Service Contract Models — Lump Sum, Reimbursable And Incentive Terms
- Contractor Performance Indicators — Linking Payment To Uptime And Safety
- Leading And Lagging Indicator Design — Building A Balanced Asset Scorecard
- Value Lever Screening — Ranking Uptime, Debottlenecking And Cost Actions
- Opex And Capex Trade-Offs — Repair, Replace Or Defer Decisions

## Day 5: Practising the Production Business Performance Plan

- Committed Volume Target Drafting — Applying Forecast And Deferment Methods
- Asset Budget And Unit Cost Case — Applying Cost Driver Mapping
- Contract And Value Lever Action List — Applying Screening Results
- Partner Presentation Rehearsal — Defending The Plan To Asset Owners
- Production Business Performance Plan — Completing The Asset Plan For Approval

## Applying Oil and Gas Production Business Planning After the Course

- Lead a deferment review with operations to reset planned and unplanned loss factors in the asset forecast.
- Rebuild one budget line on an activity basis with finance using cost driver mapping.

## Oil and Gas Production Business Planning Questions FAQ

### What is Oil and Gas Production Business Planning and why does it matter now?

Oil and Gas Production Business Planning is the discipline of running a producing asset as a business, linking volumes, unit costs, budgets and contracts. It matters now because owners rank assets on cash return and emissions.

### Which roles gain most from Oil and Gas Production Business Planning?

Production leaders, asset planners, finance partners and contract owners gain most. Each sees how their part of the plan affects volume, cost and partner approval.

### How does Oil and Gas Production Business Planning differ from a production operations course?

It focuses on commercial planning rather than daily plant control. It covers forecasting, unit cost, budgets, contracts and scorecards that decide how an asset is funded.

### What do you bring back from Oil and Gas Production Business Planning?

You bring back a draft asset plan built during the course. It holds a volume target, budget, scorecard and ranked value levers.

## Oil and Gas Production Business Planning: The Way Forward

The production business performance plan first informs the committed volume and budget the asset puts to its partners. Asset leaders and finance partners use it in monthly reviews to track deferment, spend and contractors. After the first quarter, revisit the loss allowances and value lever ranking, since actual performance shows which assumptions held and which need resetting.