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COURSE BROCHURE

Oil and Gas Company Success Factors and Peer Benchmarking Training Course

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Ref: 2944_111746 **Date:** 28 December 2026 – 1 January 2027 **Location:** Munich **Fees:** 6200 GBP

Oil and Gas Company Success Factors and Peer Benchmarking is a 1-week training course for new professionals and managers joining the industry, in which participants build a peer benchmarking scorecard for their own company. Operators now compete for capital, licences to operate and skilled people, so knowing what separates leaders from laggards matters. Jupiter Prime Training delivers this course on oil and gas company success factors.

Why Oil and Gas Success Factors Matter Now

Three forces shape how oil and gas companies are judged today. Investors reward capital discipline and steady cash returns over volume growth. Host governments and national partners expect local content, safe operations and long-term commitment before they award acreage. Workforces are ageing while digital operations demand new skills. A company that reads these signals well secures partners and cheaper capital; one that misreads them loses access to attractive basins and talent. The course rests on public company reporting, peer comparison practice and the plain economics of the hydrocarbon value chain.

Who Gains Most from Oil and Gas Success Factors

- Staff preparing planning inputs and peer comparisons
- Engineers linking field performance to company results
- Commercial staff assessing partners and venture candidates
- Finance staff explaining performance against rivals
- New supervisors placing their asset in the company picture

Strategy and planning groups gain most when several members attend together, agreeing one peer set and scoring logic.

Oil and Gas Success Factors Capabilities

Participants turn annual reports and operating statistics into a balanced comparison against chosen rivals.

- Select a defensible peer group by asset mix, scale and ownership — for leadership comparison reviews
- Calculate unit lifting cost, reserves life and return on capital employed — for portfolio discussions
- Assess operating reliability and process safety indicators — for asset integrity priorities
- Weigh partnership and host relationship strengths — for new venture and acreage bids
- Compare talent depth and succession readiness — for workforce planning decisions
- Communicate scorecard findings as a short gap narrative — for senior management and boards

Key Oil and Gas Success Factors Terms

- Peer group — companies of similar asset mix, scale and ownership used for fair comparison.
- Unit lifting cost — the operating cost of producing one barrel of oil equivalent, excluding depreciation and exploration spend.
- Reserves replacement ratio — new proved reserves added in a period divided by the volume produced in that period.
- Return on average capital employed — operating profit after tax divided by the average capital invested in the business.
- Integrated position — ownership across upstream, midstream and downstream stages, cushioning margin swings.
- Normalisation — adjusting peer figures for size, accounting choices or price effects.

Oil and Gas Success Factors Day by Day

Day 1: How the Industry Creates and Shares Value

- Hydrocarbon Value Chain Map — Where Margins Sit From Reservoir to Retail
- Operator Archetypes: Majors, Independents, National Companies — Different Paths to Success
- Fiscal Terms and Host Partnerships — Share of Barrels Left to the Operator
- Price Cycles and Breakeven Curves — Resilience Through Downturns and Recoveries
- Annual Report and Operating Statistics Sources — Raw Material for Peer Evidence

Day 2: Portfolio and Capital Discipline

- Reserves Life and Replacement Ratio — Long-Term Sustainability of Production
- Capital Allocation Hierarchy — Balancing Growth, Dividends and Debt Reduction
- Project Sanction Gates and Hurdle Rates — Avoiding Overruns and Stranded Spend
- Return on Average Capital Employed Comparison — Efficiency of Invested Money
- Asset Acquisition and Divestment Patterns — Sharpening the Portfolio Over Time

Day 3: Operating Reliability and Safety Culture

- Unit Lifting and Refining Cash Cost — Competitiveness of Daily Operations
- Plant Uptime and Unplanned Deferment — Barrels Lost to Avoidable Outages
- Process Safety Leading and Lagging Indicators — Signals of Culture Strength
- Contractor Performance and Supply Chain Depth — Execution Capacity in the Field
- Emissions Intensity and Flaring Figures — Licence to Operate With Investors

Day 4: People, Partnerships and Peer Normalisation

- Talent Pipeline and Succession Depth — Capability to Run Future Assets
- Joint Venture Governance Records — Quality of Partner Relationships
- Technology Adoption Track Record — Recovery Gains From Digital Field Methods
- Normalising Peer Figures for Scale and Accounting — Fair Like-for-Like Comparison
- Weighting Success Factors by Strategy — Priorities Matching the Company Ambition

Day 5: Practising the Peer Benchmarking Scorecard

- Peer Set Selection Exercise — Confirming Rivals for the Company Comparison
- Capital and Portfolio Metrics Entry — Applying Day Two Ratios to Real Peers
- Reliability and Safety Indicator Scoring — Applying Day Three Measures Consistently
- Gap Narrative and Leadership Briefing — Explaining Where the Company Trails Rivals
- Completed Peer Benchmarking Scorecard — Agreed Basis for Improvement Priorities

Applying Oil and Gas Success Factors After the Course

- Refresh the company peer set and normalised capital and cost ratios from the latest annual reports.
- Score reliability, safety and talent factors with asset leads and agree the two widest gaps.

Oil and Gas Success Factors Questions FAQ

What are oil and gas company success factors and why do they matter now?

They are the traits that let some operators outperform rivals: value chain position, capital discipline, operating reliability, partnerships, safety culture and talent. They matter now because investors, partners and skilled people choose companies that prove them.

Which roles gain most from oil and gas success factors and peer benchmarking?

Newer planners, engineers, commercial staff, finance analysts and supervisors gain most. Each needs to see how their work moves company results against chosen peers.

How does oil and gas success factors and peer benchmarking differ from a corporate strategy course?

It is grounded in measurable comparison rather than strategy theory. You gather, normalise and score operating and financial evidence against rival companies, then explain the gaps.

What do you bring back from oil and gas success factors and peer benchmarking?

You bring back a scored comparison of your company against a defined peer group. It covers capital, cost, reliability, safety, partnerships and talent, with a gap narrative and a repeatable method.

Oil and Gas Success Factors: The Way Forward

The peer benchmarking scorecard first informs which two or three gaps against rivals deserve investment in the next planning round. Planners, asset leads and finance staff use it to anchor budget debates in evidence. After its first use, revisit the peer set and the factor weights, since acquisitions, price swings and strategy shifts change which rivals and which traits matter most.