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COURSE BROCHURE

# Cross-Sector Energy Leadership for Emerging Senior Managers Training Course

6 – 10 June 2027
Doha

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Cross-Sector Energy Leadership for Emerging Senior Managers is a 1-week training course for managers stepping into senior roles across oil, gas, power and renewables, and each participant leaves with a Cross-Sector Energy Strategy Choices Memo for their own business. Energy companies now compete for capital, talent and public trust in markets where hydrocarbon and electricity value chains overlap. Jupiter Prime Training offers this course in Cross-Sector Energy Leadership.

## Why Cross-Sector Energy Leadership Matters Now

Three pressures shape senior energy roles today. Investors weigh long-lived hydrocarbon assets against wind, solar and storage projects with different risk and return profiles. Supply security and trade tensions move commodity prices and project timelines faster than annual budgets assume. And a workforce built around drilling, refining or thermal generation must be redeployed towards grids, electrification and new fuels. Leaders who read these signals early can time investment, protect supply contracts and keep scarce engineers; those who do not inherit stranded assets and stalled projects. The course draws on scenario planning, value chain mapping and stakeholder analysis.

## Who Gains Most from Cross-Sector Energy Leadership

- Managers taking charge of a business unit whose earnings depend on oil or gas prices
- Leaders of power generation or network divisions preparing for new capital allocation decisions
- Heads of renewables or new-fuel ventures negotiating space within a legacy energy company
- Commercial and trading leads who must explain market cycles to boards and partners
- Function heads redeploying technical staff between upstream, downstream and electricity operations

A leadership cohort drawn from both the hydrocarbon and electricity sides of one energy group gains most from attending together.

## Cross-Sector Energy Leadership Capabilities

Participants practise reading the energy system as one market and turning that reading into choices a board can approve.

- Assess how geopolitical shifts alter supply and price for each energy carrier — board strategy sessions
- Weigh hydrocarbon, power and renewable investments across an investment cycle — capital committees
- Build energy scenarios that test a business plan against several futures — executive teams
- Design a workforce redeployment path from legacy operations to electrification roles — human resources and unions
- Communicate transition choices to governments, lenders, partners and communities — external stakeholders
- Specify the leadership commitments a cross-sector strategy demands — senior colleagues and direct reports

## Key Cross-Sector Energy Leadership Terms

- Energy carrier — a form in which energy is moved and sold, such as crude oil, natural gas, electricity or hydrogen.
- Investment cycle — the recurring swing between periods of heavy capital spending and periods of restraint driven by prices and returns.
- Stranded asset — an energy asset that loses value before the end of its expected life because markets or policy change.
- Energy scenario — a plausible, internally consistent picture of how energy demand, supply and prices could evolve.
- Value chain integration — linking upstream production, conversion and sale so a company captures margin at several stages.
- Just workforce transition — moving staff from declining activities into growing ones while retaining skills and community trust.

## Cross-Sector Energy Leadership Day by Day

## Day 1: The Energy System as One Market

- Oil, Gas and Electricity Value Chain Maps — Where Margins Now Sit
- Energy Carrier Substitution — Gas, Power and Hydrogen Competing for Demand
- Geopolitical Supply Risk Reading — Trade Routes, Sanctions and Alliances
- Commodity Price Cycle Patterns — Booms, Busts and Planning Horizons
- Demand Shifts From Electrification — Transport, Industry and Buildings

## Day 2: Capital Choices Across Sectors

- Hydrocarbon Versus Renewable Project Economics — Risk, Return and Lifespan
- Portfolio Balance Across Energy Carriers — Diversification or Focus
- Stranded Asset Screening — Early Signals in Upstream and Thermal Assets
- Partnership and Joint Venture Structures — Sharing Risk in New Energy
- Energy Scenario Building — Testing Investment Plans Against Several Futures

## Day 3: Stakeholders and Licence to Operate

- Stakeholder Mapping for Energy Companies — Governments, Lenders and Communities
- Host Community Relations — Land, Water and Local Employment
- Lender and Investor Expectations — Climate Disclosure and Capital Access
- Partner and Customer Negotiation — Long-Term Supply and Offtake Contracts
- Transition Narrative Design — Explaining Change Without Losing Credibility

## Day 4: Leading the Energy Workforce

- Skills Inventory Across Legacy Operations — Transferable Engineering Capabilities
- Workforce Redeployment Pathways — Refinery and Plant Staff to Grid Roles
- Safety Culture Across Sectors — Process Safety Meets Electrical Safety
- Senior Leadership Presence — Credibility With Technical and Field Teams
- Succession and Talent Pipelines — Retaining Scarce Energy Specialists

## Day 5: Practising the Strategy Choices Memo

- Market Signal Synthesis — Applying Day One Readings to a Case Company
- Capital Option Ranking — Using Day Two Scenarios on the Case Portfolio
- Stakeholder Response Plan — Drawing on Day Three Mapping
- Board Challenge Rehearsal — Defending Choices Under Questioning
- Cross-Sector Energy Strategy Choices Memo — Final Recommendation and Commitments

## Applying Cross-Sector Energy Leadership After the Course

- Run a half-day energy scenario session with direct reports to test one current investment proposal.
- Complete a skills inventory for one legacy operation and identify roles that could move to electrification projects.

## Cross-Sector Energy Leadership Questions FAQ

### What is Cross-Sector Energy Leadership and why does it matter now?

It is leading an energy business with a view across oil, gas, power and renewables at once. It matters because capital, talent and customers now move between these sectors.

### Which roles gain most from Cross-Sector Energy Leadership?

Managers newly responsible for a business unit, division or venture in an energy company gain most. You benefit most if your decisions touch capital allocation, partners or a technical workforce spread across hydrocarbons and electricity.

## How does Cross-Sector Energy Leadership differ from a general executive leadership course?

It applies leadership to the specific economics, geopolitics and workforce of energy companies. It links each leadership choice to commodity cycles and project economics.

## What do you bring back from Cross-Sector Energy Leadership?

You bring back a written strategy memo for a case company that you can adapt to your own business. It sets out ranked capital options and leadership commitments.

## Cross-Sector Energy Leadership: The Way Forward

The Cross-Sector Energy Strategy Choices Memo first informs which investment option a business unit brings to its next capital committee. Senior managers and finance partners use it to align priorities. After its first use, revisit the geopolitical readings, since a supply shock or new trade alignment can reorder the options within months.