JUPITER PRIME

Consulting • Training • Advisory

جوبيتر برايم للاستشارات والتدريب

COURSE BROCHURE

International Oil and Gas Management Advanced Training Course

21 February – 4 March 2027
Kuala Lumpur

jupiterprime.uk

info@jupiterprime.uk

Registered in the United Kingdom and Saudi Arabia

International Oil and Gas Management Advanced Training Course

Ref: 429_15361 **Date:** 21 February – 4 March 2027 **Location:** Kuala Lumpur **Fees:** 8500 GBP

International Oil and Gas Management is a 2-week advanced training course for managers and business developers in international oil companies, national oil companies and oilfield service firms, and each participant drafts an international venture strategy brief. Shifting trade flows, resource nationalism and the energy transition are redrawing where and how companies invest across borders. Jupiter Prime Training delivers International Oil and Gas Management to cohorts drawn from producers, traders and contractors.

Why International Oil and Gas Management Matters Now

Three forces shape cross-border petroleum business today: crude and liquefied natural gas trade routes that move with sanctions, conflicts and new demand centres; host governments seeking a larger share of value through local content, renegotiated terms and national company participation; and investors pressing for lower-carbon portfolios. A company that reads these forces badly enters the wrong licence rounds, signs fragile agreements and strands capital; one that reads them well secures resilient positions and partner trust. The course uses the Petroleum Resources Management System PRMS as the common language for reserves in venture screening and refers to industry standards from the American Petroleum Institute API.

Who Gains Most from International Oil and Gas Management

- Business development leads who screen new countries, licence rounds and acquisition targets
- Country and asset managers who run operations under host government agreements
- Commercial and marketing managers who sell crude, gas and products into international markets
- Government affairs and partnership leads who negotiate with ministries and national companies
- Strategy and portfolio planners who balance hydrocarbons against low-carbon options

A business development or strategy unit that sends several members together gains most, because they leave with one shared screen for weighing countries, partners and terms.

International Oil and Gas Management Capabilities

Participants learn to read a venture through the eyes of the host state, the partner, the buyer and the investor before committing capital abroad.

- Assess crude and gas market fundamentals and price drivers — marketing and investment timing
- Compare concession, production sharing and service agreements — negotiation positions with host governments
- Weigh country entry risks including political, security and currency exposure — executive go or no-go decisions
- Design joint venture and partnership structures — governance and operatorship choices
- Align portfolio strategy with energy transition pressures — boards and investors
- Communicate a venture case to boards and partners — approval and partner alignment

Key International Oil and Gas Management Terms

- Host government agreement — the contract between a state and investors that grants rights to explore, produce or transport petroleum under set terms.
- Resource nationalism — government action to increase state control or share of value from natural resources, through terms, ownership or local content.
- Local content — requirements or commitments to use domestic workers, suppliers and services in petroleum operations.
- Farm-in — acquiring an interest in a licence by funding part of another company's work programme or costs.
- Liquefied natural gas — natural gas cooled to liquid form for shipping, enabling trade between distant producers and buyers.
- Stranded asset — a resource or facility that loses value early because of market, policy or technology change.

International Oil and Gas Management Day by Day

Day 1: The Global Petroleum Landscape

- Supply, Demand and Spare Capacity Balances — Reading the Global Oil Market
- National and International Oil Company Roles — Shifting Balance of Power
- Value Chain Integration Across Borders — Upstream, Midstream and Downstream Positions
- Reserves and Resources Under PRMS — Comparing Country Endowments Consistently
- Service Company Business Models — Contractor Positioning in International Markets

Day 2: Pricing, Trading and Marketing

- Crude Benchmarks and Quality Differentials — Setting Term and Spot Prices
- Physical and Paper Trading — Hedging Cargo and Equity Exposure
- Shipping, Freight and Arbitrage — Choosing Destination Markets
- Refined Product Markets and Cracks — Downstream Margin Signals
- Term Supply Contracts and Offtake — Securing Buyers for New Production

Day 3: Natural Gas and LNG Business

- Pipeline Gas Versus Liquefied Natural Gas — Monetisation Route Choices
- Liquefied Natural Gas Value Chain — Liquefaction, Shipping and Regasification Economics
- Gas Pricing Mechanisms — Oil-Indexed Versus Hub-Based Contracts
- Take-or-Pay and Destination Clauses — Flexibility in Long-Term Sales
- Domestic Gas Obligations — Balancing Export Revenue and Local Supply

Day 4: Host Government Agreements

- Concession and Licence Systems — Rights, Royalties and Relinquishment
- Production Sharing Agreements — Negotiating Cost Recovery and Profit Splits
- Service and Technical Service Contracts — Fee Models for Mature Fields
- Stabilisation and Renegotiation Clauses — Protecting Investments Over Decades
- International Arbitration Options — Resolving Disputes With States

Day 5: Fiscal Design and Government Take

- Progressive Fiscal Instruments — Windfall Taxes and Sliding-Scale Royalties
- Government Take and Contractor Take — Comparing Countries on One Scale
- Licence Round Bid Parameters — Signature Bonuses and Work Commitments
- Local Content Requirements — Cost, Schedule and Reputation Effects
- National Company Carried Interests — Effects on Partner Returns

Day 6: Joint Ventures and Partnerships

- Joint Operating Agreements — Operator Duties, Voting and Sole Risk
- Farm-In and Farm-Out Deals — Sharing Exploration Cost and Risk
- Partner Selection Criteria — Capability, Capital and Cultural Fit
- Unitisation of Cross-Border Fields — Agreeing Shares and Operatorship
- Partnership Breakdown and Exit — Pre-Emption Rights and Default Remedies

Day 7: Geopolitics and Country Risk

- Country Risk Assessment Frameworks — Political, Legal and Security Factors
- Sanctions and Export Controls — Screening Counterparties and Cargoes
- Security of Personnel and Facilities — Operating in Unstable Settings
- Currency and Repatriation Risk — Protecting Cash Flows Abroad
- Political Risk Insurance and Guarantees — Transferring Sovereign Exposure

Day 8: Energy Transition Strategy

- Emissions Intensity of Portfolios — Ranking Barrels by Carbon Footprint
- Methane and Flaring Reduction Commitments — Licence to Operate Abroad
- Carbon Capture and Storage Ventures — New Business Models for Producers
- Low-Carbon Hydrogen and Renewables Diversification — Portfolio Hedging Options
- Stranded Asset Screening — Testing Projects Against Demand Scenarios

Day 9: Leading Across Cultures and Stakeholders

- Stakeholder Mapping in Host Countries — Ministries, Communities and Unions
- Negotiation Planning With Governments — Interests, Alternatives and Concessions
- Cross-Cultural Management of Expatriate and Local Teams — Building Trust
- Social Licence and Community Investment — Reducing Operational Disruption
- Anti-Bribery and Integrity Controls — Protecting Reputation in Ventures

Day 10: Practising the International Venture Strategy Brief

- Market and Gas Monetisation Review — Applying Days 2 and 3 to a Venture
- Agreement and Fiscal Comparison — Applying Days 4 and 5 to Two Countries
- Partner and Country Risk Screen — Applying Days 6 and 7
- Transition Resilience Test — Applying Day 8 to the Proposed Portfolio
- International Venture Strategy Brief — Board-Style Presentation and Challenge

Applying International Oil and Gas Management After the Course

- Run a country risk and fiscal comparison for one opportunity in the current business development pipeline and present it to the portfolio committee.
- Lead a review of an existing joint operating agreement to map voting thresholds, sole risk rights and exit clauses for the asset leadership.

International Oil and Gas Management Questions FAQ

What is international oil and gas management and why does it matter now?

It is the management of petroleum business across borders, from markets and trading to host government agreements, partnerships and country risk. Shifting trade flows, resource nationalism and transition pressure make cross-border decisions harder and costlier to get wrong.

Which roles gain most from international oil and gas management training?

Business developers, country managers, commercial and marketing managers, government affairs leads and strategy planners gain most. They decide where to invest, how to partner and how to sell into international markets.

How does international oil and gas management differ from a general international business course?

It is built on petroleum-specific instruments. A general international business course covers trade and market entry in any industry, while this course works through production sharing agreements, licence rounds, liquefied natural gas contracts, joint operating agreements and reserves-based screening.

What do you bring back from international oil and gas management training?

You bring back a strategy brief for one international venture. It compares markets, agreements, fiscal terms, partners and country risks and tests the venture against transition scenarios, ready for your portfolio or business development committee.

International Oil and Gas Management: The Way Forward

The international venture strategy brief gives each participant a structured case for or against one cross-border opportunity. Its first use is the next portfolio or business development committee, where executives decide whether to bid, farm in or walk away. After that decision, revisit the transition and country risk sections, because sanctions, demand outlooks and host government terms change quickly.