JUPITER PRIME

Consulting • Training • Advisory

جوبيتر برايم للاستشارات والتدريب

COURSE BROCHURE

Mini MBA in Oil and Gas and Energy Management Training Course

29 August – 9 September 2027
Doha

Mini MBA in Oil and Gas and Energy Management Training Course

Ref: 874_33077 **Date:** 29 August – 9 September 2027 **Location:** Doha **Fees:** 11700 GBP

Mini MBA in Oil and Gas and Energy Management is a 2-week training course for upstream, midstream and downstream managers stepping into senior business roles, built around a Business Unit Strategy and Investment Case. Volatile prices, tighter fiscal terms and pressure to rebalance hydrocarbon portfolios now ask petroleum leaders to think like general managers. Jupiter Prime Training places this Mini MBA in Oil and Gas and Energy Management within the realities of operating companies.

Why Mini MBA in Oil and Gas and Energy Management Matters Now

Three forces shape senior petroleum roles today: host governments revising fiscal terms, lenders and partners scrutinising project bankability, and boards weighing how far to diversify beyond oil and gas. A business unit that reads these forces well secures capital, keeps partners aligned and protects margins through the price cycle; one that reads them badly locks in stranded barrels and strained joint ventures. The course rests on the Society of Petroleum Engineers Petroleum Resources Management System SPE-PRMS for resource classification and on widely used corporate strategy and capital budgeting models.

Who Gains Most from Mini MBA in Oil and Gas and Energy Management

- Asset and field managers accountable for production targets and operating budgets
- Commercial leads negotiating gas sales, offtake and partner agreements
- Planning and portfolio specialists ranking capital projects for sanction
- Refining and marketing managers responsible for margins and product slates
- Engineering heads moving into profit and loss accountability

Leadership teams of a single asset or business unit gain most when several members attend together and build one shared investment case.

Mini MBA in Oil and Gas and Energy Management Capabilities

Participants leave able to connect barrels, contracts and cash flow to the choices a petroleum board makes.

- Assess how crude benchmarks and gas pricing formulas move unit revenue — commercial and budget owners
- Compare concession, production sharing and service contract terms — host government negotiations
- Calculate net present value, internal rate of return and breakeven price — project sanction committees
- Design a portfolio mix across upstream, gas and low-carbon options — executive boards
- Build a lender-ready financing structure for a field or plant — banks and partners
- Communicate a strategy narrative to operating teams and investors — workforce and shareholders

Key Mini MBA in Oil and Gas and Energy Management Terms

- Production Sharing Contract — an agreement where the contractor recovers costs and splits remaining output with the host state under agreed percentages.
- Government Take — the share of a field's net cash flow collected by the host state through royalties, taxes and profit oil.
- Breakeven Price — the crude or gas price at which a project's discounted cash flow equals zero.
- Contingent Resources — quantities judged recoverable from known accumulations that are not yet commercial under SPE-PRMS.
- Crack Spread — the margin between the price of crude and the refined products made from it.
- Project Finance — lending repaid from a single project's cash flows rather than the sponsor's balance sheet.

Mini MBA in Oil and Gas and Energy Management Day by Day

Day 1: The Petroleum Value Chain as a Business

- Upstream, Midstream and Downstream Margin Map — Where Value Is Captured
- National and International Oil Company Models — Ownership and Strategic Priorities
- Integrated Versus Focused Players — Choosing a Business Unit Role
- Cost Curve of Global Supply — Competitive Position of Assets
- Stakeholder Map of Host States and Partners — Licence to Operate

Day 2: Crude and Gas Market Economics

- Crude Benchmarks and Differentials — Realised Price Forecasts
- Supply Response and Producer Policy — Price Cycle Planning
- Oil-Indexed Versus Hub Gas Pricing — Gas Sales Strategy
- Futures Curves and Hedging Basics — Revenue Protection Choices
- Price Scenario Decks — Budget and Sanction Assumptions

Day 3: Fiscal Regimes and Petroleum Contracts

- Royalty and Tax Concessions — Simple Fiscal Exposure
- Production Sharing Cost Recovery and Profit Oil — Contractor Economics
- Technical Service Agreements — Fee-Based Return Profiles
- Government Take Comparison — Ranking Licence Opportunities
- Joint Operating Agreement Voting Rules — Partner Alignment

Day 4: Resources, Reserves and Asset Valuation

- SPE-PRMS Classification — Booking and Disclosure Decisions
- Decline Curves and Production Profiles — Revenue Timing
- Expected Monetary Value for Exploration — Drill or Drop Choices
- Field Development Concept Selection — Capital Intensity Trade-Offs
- Enhanced Oil Recovery Economics — Mature Field Life Extension

Day 5: Financial Statements of Energy Companies

- Successful Efforts Versus Full Cost Accounting — Earnings Interpretation
- Depletion and Decommissioning Provisions — Balance Sheet Exposure
- Cash Flow From Operations Analysis — Dividend and Reinvestment Capacity
- Unit Lifting and Finding Costs — Peer Benchmarking
- Working Capital in Trading and Refining — Liquidity Decisions

Day 6: Capital Budgeting and Project Finance

- Discounted Cash Flow Models for Fields and Plants — Sanction Gates
- Weighted Average Cost of Capital for Petroleum Assets — Hurdle Rates
- Monte Carlo and Tornado Sensitivity — Investment Risk Ranking
- Non-Recourse Debt Structures — Lender Requirements and Covenants
- Farm-Outs and Carried Interest — Sharing Capital Exposure

Day 7: Corporate Strategy for Energy Businesses

- Five Forces Applied to Refining and Gas Markets — Competitive Positioning
- Growth Share Matrix for Asset Portfolios — Divest or Invest
- Mergers, Acquisitions and Asset Swaps — Inorganic Growth Options
- Balanced Scorecard for Operating Units — Performance Targets
- Strategic Option Value — Timing of Phased Developments

Day 8: Energy Transition Portfolio Choices

- Carbon Intensity per Barrel Metrics — Asset Ranking
- Gas as Bridge Fuel and LNG Positioning — Long-Term Contract Bets
- Carbon Capture and Hydrogen Ventures — Adjacent Business Options
- Internal Carbon Pricing — Capital Allocation Screens
- Stranded Asset Stress Tests — Portfolio Resilience

Day 9: Leading Petroleum Organisations

- Leading Through Price Downturns — Cost Reset and Morale
- Negotiation With Host Governments and Partners — Deal Outcomes
- Safety Culture as Business Performance — Operational Integrity
- Workforce Localisation and Succession — Capability Planning
- Board Communication of Strategy — Investor Confidence

Day 10: Practising the Business Unit Strategy and Investment Case

- Price and Fiscal Scenario Assembly — Testing Case Assumptions
- Asset Valuation and Financing Plan — Sanction Readiness
- Portfolio and Transition Positioning — Strategic Fit Review
- Peer Challenge Panel — Strengthening the Argument
- Business Unit Strategy and Investment Case — Final Board Presentation

Applying Mini MBA in Oil and Gas and Energy Management After the Course

- Rerun the unit's price deck and breakeven analysis under three fiscal and price scenarios, then brief the leadership team on which projects still clear the hurdle rate.
- Rank the asset portfolio on returns and carbon intensity per barrel, and propose one divestment, farm-out or adjacent venture for board discussion.

Mini MBA in Oil and Gas and Energy Management Questions FAQ

What is a Mini MBA in Oil and Gas and Energy Management and why does it matter now?

It is a condensed business education for petroleum managers covering markets, fiscal terms, valuation, finance, strategy and leadership. It matters now because price swings, revised fiscal regimes and portfolio rebalancing demand commercial judgement from people promoted from technical roles.

Which roles gain most from a Mini MBA in Oil and Gas and Energy Management?

Asset, commercial, planning, refining and engineering managers gain most. You benefit most if you are about to own a budget, a profit and loss line or a capital project and need to defend decisions to a board or partners.

How does a Mini MBA in Oil and Gas and Energy Management differ from a general energy strategy course?

It stays inside petroleum economics. Rather than a broad view of sustainability and power markets, it works through production sharing terms, reserves classification, field valuation and refining margins, so every business tool is applied to oil and gas cash flows.

What do you bring back from a Mini MBA in Oil and Gas and Energy Management?

You bring back a tested strategy and investment case for your own business unit. It combines a price deck, fiscal comparison, valuation, financing structure and portfolio position that colleagues can challenge and reuse at the next planning round.

Mini MBA in Oil and Gas and Energy Management: The Way Forward

The Business Unit Strategy and Investment Case first informs which capital projects go forward to sanction at the next budget cycle. Asset leaders, planners and finance partners use it to align targets and funding. After its first use, revisit the price and fiscal assumptions, since contract renegotiations and transition commitments shift the ranking of assets faster than reservoir performance does.