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COURSE BROCHURE

Advanced International Petroleum Management Training Course

15 – 26 March 2027
Dar es Salaam

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Registered in the United Kingdom and Saudi Arabia

Advanced International Petroleum Management Training Course

Ref: 978_37053 **Date:** 15 – 26 March 2027 **Location:** Dar es Salaam **Fees:** 14000 GBP

International Petroleum Management is a 2-week advanced training course for licensing authority leads, petroleum ministry commercial advisers and company negotiators, built around a Licensing Round and Contract Terms Dossier. Resource holders now compete harder for upstream capital while investors weigh lower-carbon portfolios, so the terms a state offers decide whether acreage attracts bids at all. Jupiter Prime Training delivers this course for leaders who steward petroleum resources from the host side of the table.

Why International Petroleum Management Matters Now

Three forces shape the host-government view of petroleum today: investors ranking basins against one another, volatile crude and gas prices that test fiscal stability, and citizens who expect a fair share of resource rent. A resource holder that designs terms well secures exploration commitments, steady revenue and credible partners; one that misjudges them sees failed rounds, renegotiation and stranded acreage. The course rests on the SPE Petroleum Resources Management System PRMS for classifying reserves and resources, and on established models of production sharing, concession and service contracts used across the industry.

Who Gains Most from International Petroleum Management

- Officials who design and run competitive licensing rounds and bid evaluation
- Commercial advisers who model fiscal terms and government take
- Negotiators who settle host government contracts and joint operating terms
- Portfolio leads in state and private oil companies who rank acreage and farm-in options
- Resource stewards who monitor work obligations, cost recovery and relinquishment

A petroleum ministry or national oil company that sends its licensing, fiscal and legal leads together gains most, because the round, the terms and the contract are then shaped by one shared view.

International Petroleum Management Capabilities

Participants leave able to judge acreage, fiscal design and contract clauses from the resource holder's seat while reading how investors respond.

- Assess the prospectivity and maturity of offered blocks using PRMS categories — round sequencing decisions
- Calculate government take and investor returns under alternative fiscal packages — finance and cabinet approval
- Design bid parameters and evaluation criteria for a licensing round — transparent award decisions
- Weigh stabilisation, cost recovery and relinquishment clauses — long-term state revenue
- Apply negotiation tactics to contract terms and farm-in proposals — partner selection
- Build a portfolio view of licences across exploration and production stages — national oil company strategy

Key International Petroleum Management Terms

- Production sharing contract — an agreement where the investor recovers costs from output and splits remaining profit oil with the state.
- Government take — the share of project cash flow the state receives through royalty, taxes, profit oil and participation.
- Licensing round — a scheduled competitive process in which a state offers defined blocks to qualified bidders.
- Cost recovery ceiling — the maximum share of production an investor may use each period to recoup allowable costs.
- Relinquishment — the obligation to hand back part of a licence area after set exploration phases.
- Farm-in — a transaction where a company earns an interest in a licence by funding part of its work obligations.

International Petroleum Management Day by Day

Day 1: The Resource Holder's Perspective

- Petroleum Value Chain Map — Where The State Captures Rent
- Upstream, Midstream And Downstream Interfaces — Ministry Oversight Boundaries
- Resource Sovereignty Principles — Balancing Investor And Citizen Interests
- Institutional Roles Of Ministry, Agency And State Company — Mandate Clarity
- Basin Competitiveness Benchmarking — Positioning Acreage Against Rival Provinces

Day 2: Reading International Oil Markets

- Crude Benchmarks And Quality Differentials — Valuing The State's Barrels
- Gas Pricing Mechanisms And Netback Logic — Domestic Supply Choices
- Producer Group Supply Policy — Revenue Planning Under Quotas
- Forward Curves And Price Scenarios — Fiscal Stress Testing
- Energy Transition Demand Outlooks — Timing Of Resource Development

Day 3: Reserves, Resources And Prospectivity

- SPE PRMS Classification — Consistent Reporting Of Petroleum Volumes
- Exploration Risk And Chance Of Success — Block Maturity Grading
- Data Rooms And Seismic Packages — Attracting Informed Bids
- Yet-To-Find Assessments — Long-Term Acreage Release Plans
- Field Development Plan Approval Criteria — State Consent Gateways

Day 4: Fiscal Regime Design

- Concession, Production Sharing And Service Models — Choosing A Contract Family
- Royalty And Profit Tax Structures — Front-Loaded Versus Back-Loaded Take
- Sliding Scales And R-Factor Triggers — Progressive Rent Capture
- Ring-Fencing Rules — Protecting The Tax Base
- State Participation And Carried Interest — Equity Versus Tax Choices

Day 5: Economic Modelling Of Terms

- Discounted Cash Flow Models — Comparing Fiscal Packages
- Government Take And Investor Rate Of Return — Fairness Tests
- Sensitivity And Monte Carlo Runs — Terms That Survive Price Swings
- Marginal Field Incentives — Unlocking Small Discoveries
- Decommissioning Cost Provisions — Funding End-Of-Life Liabilities

Day 6: Designing The Licensing Round

- Round Strategy And Block Delineation — What To Offer And When
- Prequalification Criteria — Technical And Financial Capacity Screens
- Biddable Versus Fixed Parameters — Simplicity Versus Competition
- Bid Evaluation Matrices — Transparent And Defensible Awards
- Investor Roadshows And Promotion Material — Raising Bidder Turnout

Day 7: Host Government Contract Clauses

- Minimum Work Obligations And Performance Bonds — Exploration Commitment
- Cost Recovery And Allowable Cost Rules — Audit Exposure
- Stabilisation And Economic Balancing Clauses — Investor Protection Limits
- Local Content And Workforce Provisions — Domestic Benefit Targets
- Dispute Resolution And Arbitration Clauses — Enforcement Pathways

Day 8: Negotiation From The Host Side

- Interest-Based Negotiation Model — Separating Positions From Needs
- Walk-Away Points And Reservation Values — Mandate From Cabinet
- Term Sheet Drafting — Locking Agreed Commercial Points
- Joint Operating Agreement Terms — Operator Control And Voting
- Renegotiation Triggers — Responding To Changed Economics

Day 9: Oil Company Strategy And Portfolios

- National Oil Company Mandate Models — Commercial Versus Policy Roles
- International Oil Company Capital Allocation — Reading Investor Behaviour
- Portfolio Ranking Matrices — Exploration, Development And Production Mix
- Farm-In And Farm-Out Transactions — Sharing Risk And Capital
- Licence Performance Monitoring — Relinquishment And Extension Decisions

Day 10: Practising the Licensing Round and Contract Terms Dossier

- Block Selection Using PRMS Grades — Applying Day 3 Assessments
- Fiscal Package Model Run — Applying Day 5 Economics
- Draft Contract Clause Set — Applying Day 7 Provisions
- Negotiation Simulation With Investor Panel — Applying Day 8 Tactics
- Licensing Round and Contract Terms Dossier — Cabinet-Ready Recommendation

Applying International Petroleum Management After the Course

- Run a government take comparison of current licences against two alternative fiscal packages and brief the fiscal committee.
- Lead a review of open blocks using PRMS grades to propose which acreage enters the next licensing round.

International Petroleum Management Questions FAQ

What is International Petroleum Management and why does it matter now?

International Petroleum Management is the stewardship of petroleum resources through fiscal terms, licensing rounds and contracts. It matters now because resource holders compete for scarcer upstream capital while price swings and energy transition pressures test whether terms deliver fair, stable revenue.

Which roles gain most from International Petroleum Management training?

Licensing officials, fiscal advisers, contract negotiators and portfolio leads gain most. You benefit if you design rounds, model government take, settle contract clauses or rank licences for a state or private oil company.

How does International Petroleum Management differ from a general oil and gas management course?

It takes the resource holder's seat rather than the operator's. A general oil and gas management course follows company ventures and markets, while this one centres on licensing round design, fiscal modelling and host-side negotiation of contract terms.

What do you bring back from International Petroleum Management training?

You bring back a dossier recommending blocks, fiscal terms and contract clauses for a licensing round, tested against investor returns and price scenarios, ready to present to senior decision makers.

International Petroleum Management: The Way Forward

The Licensing Round and Contract Terms Dossier first informs which blocks to offer and on what fiscal terms. Licensing leads, fiscal advisers and negotiators use it to align the round with cabinet mandates and investor appetite. After its first use, revisit the price scenarios and bidder feedback, since terms that worked in one cycle may need recalibration as markets and portfolios shift.