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COURSE BROCHURE

# Oil and Gas MBA for Engineers Training Course

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# Oil and Gas MBA for Engineers Training Course

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The Oil and Gas MBA for Engineers is a 2-week training course for engineers and technical specialists stepping into management, built around one work product: an oil and gas business case for a real initiative. Field budgets, partner deals and carbon targets now land on engineers' desks earlier in their careers, so business judgement matters as much as technical skill. Jupiter Prime Training delivers this course for professionals ready to manage.

## Why Oil and Gas MBA for Engineers Matters Now

Three forces push engineers into commercial decisions sooner than before. Volatile crude and gas prices compress margins and make every capital project contestable. Partners, host governments and lenders scrutinise how reserves are booked and how fiscal terms divide value. Investors and customers ask how each barrel fits a lower-carbon market. An organisation whose new managers read cash flow, contracts and carbon intensity approves sounder projects; one that promotes on technical merit alone risks stranded capital. The course rests on the SPE Petroleum Resources Management System PRMS for reserves and on standard discounted cash flow methods.

## Who Gains Most from Oil and Gas MBA for Engineers

- Engineers taking charge of a field, plant or pipeline budget for the first time
- Specialists in reservoir, drilling or facilities work who now present projects for funding
- Technical leads who negotiate with partners, contractors and service companies
- Operations heads responsible for production targets and lifting cost
- Project engineers asked to prepare energy transition investment proposals

An asset team that sends its reservoir, facilities and operations leads together gains most, because each brings a different view of the same business case.

## Oil and Gas MBA for Engineers Capabilities

Participants move from optimising wells and plants to judging which barrels, contracts and low-carbon projects deserve capital.

- Calculate net present value, internal rate of return and break-even price for a field project — the investment committee
- Assess production sharing and joint operating terms — partner negotiations and licence bids
- Weigh crude and gas marketing options against price differentials — commercial planning
- Design an operational dashboard linking lifting cost to field targets — the asset board
- Apply internal carbon pricing to a project appraisal — transition strategy
- Build and communicate an oil and gas business case — senior decision makers

## Key Oil and Gas MBA for Engineers Terms

- Net present value — the value today of a project's future cash flows after discounting at the company's cost of capital.
- Production sharing contract — an agreement under which a contractor recovers costs from production and shares remaining profit oil with the host government.
- Joint operating agreement — the contract setting how partners in a licence share costs, vote and appoint the operator.
- Lifting cost — the operating cost of producing one barrel of oil equivalent from a field, excluding capital and finding costs.
- Netback — the price received for a barrel or product after deducting transport, processing and marketing costs.
- Carbon intensity — the greenhouse gas emissions released per barrel of oil equivalent produced, used to compare asset competitiveness.

## Oil and Gas MBA for Engineers Day by Day

### Day 1: The Engineer Becomes a Manager

- Oil and Gas Value Chain Mapping — Where Upstream, Midstream and Downstream Margins Sit
- Technical-to-Commercial Mindset Shift — Which Engineering Habits Help or Hinder
- Stakeholder Map of an Operating Asset — Who Shapes Investment Approvals
- Managerial Role Charter — What the New Manager Owns and Delegates
- Personal Leadership Baseline — Gaps Between Engineering and Business Judgement

### Day 2: Strategy for Hydrocarbon Businesses

- Portfolio Positioning Matrix — Which Assets to Grow, Hold or Divest
- Five Forces Applied to Oil and Gas — Bargaining Power Along the Chain
- Scenario Planning for Commodity Cycles — Resilience of the Asset Strategy
- Competitive Advantage of National and International Oil Companies — Partnering Choices
- Strategy Map for an Asset Team — Linking Field Targets to Corporate Goals

### Day 3: Petroleum Economics and Project Finance

- Discounted Cash Flow Modelling — Go or No-Go on a Field Development
- Net Present Value and Internal Rate of Return — Ranking Capital Projects
- Break-Even Oil Price Analysis — Exposure of a Project to Price Falls
- Sensitivity and Tornado Charts — Which Assumptions Move Project Value
- Capital Rationing Across a Portfolio — Choosing Within a Fixed Budget

### Day 4: Reserves, Contracts and Fiscal Terms

- SPE Petroleum Resources Management System PRMS — Booking Reserves With Confidence
- Production Sharing Contracts — How Fiscal Terms Shape Company Take
- Joint Operating Agreements — Voting, Cost Sharing and Partner Disputes
- Host Government Fiscal Regimes Compared — Attractiveness of a New Licence
- Farm-In and Farm-Out Deal Structures — Sharing Risk on Exploration Acreage

## Day 5: Reading the Numbers of an Oil Company

- Oil and Gas Financial Statements — Reading Revenue, Depletion and Liabilities
- Successful Efforts Versus Full Cost Accounting — Effect on Reported Profit
- Lifting Cost and Finding Cost Benchmarks — Operating Efficiency Comparisons
- Working Capital in Field Operations — Cash Tied in Spares and Receivables
- Budget Variance Reporting — Explaining Overruns to the Asset Board

## Day 6: Marketing and Trading Hydrocarbons

- Crude Grades and Price Differentials — Value of a Barrel at the Wellhead
- Term Contracts Versus Spot Sales — Matching Offtake to Customer Demand
- Gas Sales Agreements and Take-or-Pay — Revenue Security for Gas Projects
- Refinery Yields and Product Netbacks — Where Downstream Margin Comes From
- Price Risk Hedging Basics — Protecting a Budget From Volatility

## Day 7: Operations and Asset Performance

- Asset Integrity and Cathodic Protection Economics — Spend Versus Failure Risk
- Production Optimisation and Enhanced Oil Recovery — Incremental Barrels Worth Funding
- Maintenance Strategy Selection — Reactive, Preventive or Condition-Based Choices
- Supply Chain and Contractor Management — Rig and Service Cost Control
- Operational Key Performance Indicators — Dashboards That Drive Field Decisions

## Day 8: Leading People in Technical Organisations

- Situational Leadership for Engineering Teams — Style Matched to Crew Maturity
- Performance Conversations With Former Peers — Setting Expectations Without Friction
- Process Safety Culture Leadership — Behaviours Leaders Model on Site
- Multicultural and Rotational Workforce Management — Cohesion Across Shifts
- Influencing Without Authority — Securing Support From Partners and Contractors

## Day 9: Energy Transition Business Cases

- Carbon Intensity Per Barrel — Competitiveness of Assets in a Lower-Carbon Market
- Methane Abatement and Flaring Reduction Projects — Cost Per Tonne Avoided
- Carbon Capture and Storage Economics — When Injection Projects Pay Back
- Low-Carbon Hydrogen and Gas Opportunities — Diversification of the Portfolio
- Internal Carbon Pricing in Appraisals — Testing Projects Against Future Costs

## Day 10: Practising the Oil and Gas Business Case

- Opportunity Framing Using the Strategy Map — Problem Statement for the Initiative
- Economic Model With Sensitivities — Value Range Presented to Decision Makers
- Contract and Fiscal Review — Partner and Government Take in the Case
- Risk and Carbon Register for the Initiative — Mitigations and Owners
- Final Oil and Gas Business Case Pitch — Board Recommendation and Next Steps

## Applying Oil and Gas MBA for Engineers After the Course

- Rebuild the economic model of a current asset project with sensitivities and present the value range to your line manager
- Run a carbon intensity and internal carbon price review of one planned investment with the asset team

## Oil and Gas MBA for Engineers Questions FAQ

### What is an Oil and Gas MBA for Engineers and why does it matter now?

It is a business education for engineers moving into management, covering strategy, petroleum economics, contracts, marketing, operations, leadership and energy transition. It matters now because price volatility and carbon scrutiny make every capital decision contestable, and engineers must defend projects in commercial terms.

### Which roles gain most from an Oil and Gas MBA for Engineers?

Engineers and technical specialists taking on budgets, teams or partner relations gain most. Reservoir, drilling, facilities and operations leads who must justify projects to investment committees find the economics and contract days especially useful.

### How does an Oil and Gas MBA for Engineers differ from a general energy management course?

It starts from the engineer's transition into management rather than from general management theory. Every discipline is applied to field projects, and it ends with energy transition business cases and a business case each participant builds for their own initiative.

### What do you bring back from an Oil and Gas MBA for Engineers?

You bring back a business case for a real initiative, with an economic model, contract review, risk and carbon register and a board recommendation. You also gain a working vocabulary to discuss value, fiscal terms and markets with finance and commercial colleagues.

## Oil and Gas MBA for Engineers: The Way Forward

The oil and gas business case is the first output participants put to use, informing whether a chosen initiative goes to the investment committee. Asset managers, finance partners and joint venture representatives use it to test value and risk. After its first review, revisit the carbon price and break-even assumptions, since markets and policies shift faster than field plans.