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COURSE BROCHURE

# Advanced Mini MBA in Upstream Asset Commercial Management Training Course

16 – 27 May 2027
Dubai

# Advanced Mini MBA in Upstream Asset Commercial Management Training Course

**Ref:** 1230_46255 **Date:** 16 – 27 May 2027 **Location:** Dubai **Fees:** 8500 GBP

Mini MBA in Upstream Asset Commercial Management is a 2-week advanced training course for engineers and technical professionals stepping into oil and gas management roles, and it ends with an Upstream Asset Business Plan for one producing field. Engineers who once owned a well or a plant now answer for an asset's revenue, operating cost and partner relations, so commercial judgement has become part of the job. Jupiter Prime Training frames this Mini MBA in upstream asset commercial management around the decisions a new asset leader faces.

## Why Mini MBA in Upstream Asset Commercial Management Matters Now

Three forces reshape upstream leadership today: volatile oil and gas prices that squeeze operating margins, partners and host governments asking for sharper reporting, and energy transition pressure that shortens the horizon for long-life investments. An asset leader who reads production, cost and contract data as one business can extend field life and win budget for the right projects. One who stays purely technical may watch good ideas lose out in portfolio reviews. The course draws on the Petroleum Resources Management System PRMS, discounted cash flow practice and recognised strategy and leadership models adapted to producing assets.

## Who Gains Most from Mini MBA in Upstream Asset Commercial Management

- Engineers newly accountable for a field's production, cost and budget
- Technical specialists preparing to lead multidisciplinary asset groups
- Planning engineers who build field development and workover proposals
- Operations leads who negotiate with service contractors and partners
- Subsurface professionals presenting investment cases to management

Asset teams that send several engineers on the same management path gain most, because they return with a shared commercial vocabulary for their asset reviews.

## Mini MBA in Upstream Asset Commercial Management Capabilities

Participants learn to read a producing field as a business with customers, costs, contracts and people to lead.

- Assess an asset's position on the cost curve and in the company portfolio — asset strategy reviews
- Build lifting cost and operating budget models by cost driver — annual budget negotiations
- Calculate project value with net present value and breakeven price — investment committees
- Weigh service contract and partner agreement terms — procurement and joint venture meetings

- Communicate a business case in clear commercial language — senior management and partners
- Apply leadership and influence methods to technical teams — team performance and retention

## Key Mini MBA in Upstream Asset Commercial Management Terms

- Lifting cost — The operating cost of producing one barrel of oil equivalent, excluding capital recovery and taxes.
- Breakeven price — The oil or gas price at which a project's net present value equals zero.
- Asset life cycle — The stages of a field from discovery through development, plateau, decline and decommissioning.
- Joint operating agreement — The contract governing how partners share costs, decisions and production in a licence.
- Operating margin — Revenue minus operating cost per unit, showing how much each barrel contributes before capital.
- Business case — A structured argument setting options, costs, benefits and risks so a decision-maker can approve funding.

## Mini MBA in Upstream Asset Commercial Management Day by Day

### Day 1: From Engineer to Asset Leader

- Technical Versus Commercial Mindsets — Role Transition Choices
- The Upstream Value Chain and Revenue Flow — Where Assets Earn
- Asset Life Cycle Stages — Priorities at Each Stage
- Stakeholder Map of Partners, Governments and Contractors — Influence Planning
- Personal Leadership Development Plan — Strengths and Gaps

### Day 2: Oil and Gas Markets

- Crude Benchmarks and Quality Differentials — Realised Price Expectations
- Natural Gas Pricing and Contract Types — Gas Monetisation Options
- Supply, Demand and Producer Group Behaviour — Price Scenario Building
- Energy Transition Effects on Long-Term Demand — Asset Horizon Planning
- Market Intelligence Sources — Monthly Commercial Briefings

### Day 3: Strategy for Producing Assets

- Portfolio Matrices for Upstream Assets — Invest, Harvest or Divest
- Competitive Position on the Cost Curve — Resilience Testing
- Field Life Extension Strategies — Infill, EOR and Debottlenecking
- Scenario Planning for Price and Policy — Strategic Option Sets
- Asset Strategy Statement — Direction for the Team

## Day 4: Upstream Economics

- PRMS Reserves and Resources — Volume Base for Value
- Discounted Cash Flow and NPV — Project Ranking
- Breakeven Price and Payback Measures — Investment Screening
- Fiscal Terms Overview — Effect on Company Share
- Sensitivity and Tornado Charts — Key Value Drivers

## Day 5: Cost and Budget Control

- Lifting Cost Breakdown by Driver — Cost Reduction Targets
- Zero-Based and Activity-Based Budgeting — Budget Build Methods
- Maintenance and Integrity Spend Trade-Offs — Production Risk Balance
- Variance Reporting and Forecast Updates — Mid-Year Corrections
- Cost Benchmarking Against Peer Fields — Efficiency Gaps

## Day 6: Contracts and Commercial Agreements

- Joint Operating Agreements and Operating Committees — Partner Decisions
- Service Contract Models: Lump Sum, Day Rate, Incentive — Contractor Selection
- Gas Sales and Offtake Agreements — Delivery Obligations and Penalties
- Commercial Negotiation Planning — Walk-Away Positions
- Contract Performance Indicators — Supplier Reviews

## Day 7: Finance for Asset Managers

- Reading Income Statements and Balance Sheets — Asset Contribution
- Cash Flow Statements and Working Capital — Liquidity Awareness
- Return on Capital Employed by Asset — Performance Comparison
- Capital Requests and Approval Gates — Funding Pathways
- Price Risk and Hedging Basics — Revenue Protection

## Day 8: Leading Technical Teams

- Situational Leadership for Engineers — Style Selection
- Delegation and Performance Conversations — Team Accountability
- Cross-Functional Collaboration in Asset Teams — Silo Reduction
- Safety Leadership and Operating Discipline — Licence to Operate
- Talent Retention and Knowledge Transfer — Ageing Workforce Risks

## Day 9: Decisions Under Uncertainty

- Decision Trees and Expected Value — Development Option Choice
- Risk Registers for Producing Assets — Mitigation Priorities
- Portfolio Trade-Offs Across Fields — Budget Allocation
- Emissions Reduction Options and Costs — Transition Readiness
- Board-Level Communication — Executive Summary Writing

## Day 10: Practising the Upstream Asset Business Plan

- Asset Diagnosis Using Market and Cost Data — Applying Strategy Tools
- Economic Evaluation of Development Options — Applying NPV and Breakeven
- Contract and Partner Approach — Applying Commercial Methods
- Team and Leadership Actions — Applying People Methods
- Upstream Asset Business Plan — Recommendation for Management Approval

## Applying Mini MBA in Upstream Asset Commercial Management After the Course

- Rebuild the current year's lifting cost by driver for one field and identify two cost levers to raise at the next budget review.
- Prepare a one-page business case for a pending workover or debottlenecking project using NPV, breakeven price and key risks.

## Mini MBA in Upstream Asset Commercial Management Questions FAQ

### What is a Mini MBA in upstream asset commercial management, and why does it matter now?

It is a business course that teaches engineers to run a producing field as a commercial asset. It matters now because volatile prices, demanding partners and transition pressure mean asset leaders must justify every budget line in commercial terms.

### Which roles gain most from a Mini MBA in upstream asset commercial management?

Engineers and technical professionals moving into asset, planning or operations management gain most. Subsurface specialists who present investment cases also benefit, as they learn to speak the language of budgets, contracts and portfolio choices.

### How does a Mini MBA in upstream asset commercial management differ from a general oil and gas MBA?

It focuses on running one producing asset rather than the whole industry. You work on lifting cost, field strategy, service contracts and team leadership, while a general MBA surveys the full value chain at corporate level.

### What do you bring back from a Mini MBA in upstream asset commercial management?

You bring back a business plan for a producing field. It covers market outlook, strategy, economics, cost targets, contracts and team actions, ready for discussion with your management.

## Mini MBA in Upstream Asset Commercial Management: The Way Forward

The Upstream Asset Business Plan gives a new asset leader one document linking market view, field strategy, economics, contracts and people. Its first use is usually the annual budget or a development decision, read by asset managers and partner representatives. Revisit it each quarter, because prices, cost drivers and team needs shift faster than field reserves.