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COURSE BROCHURE

Advanced Petroleum Management for National Oil Company Leaders Training Course

4 – 15 January 2027
Madrid

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Registered in the United Kingdom and Saudi Arabia

Advanced Petroleum Management for National Oil Company Leaders Training Course

Ref: 1301_48843 **Date:** 4 – 15 January 2027 **Location:** Madrid **Fees:** 11100 GBP

Petroleum Management for National Oil Company Leaders is a 2-week training course for senior petroleum managers and asset leaders inside state-owned oil and gas enterprises, and each participant drafts a national oil company business unit strategy and performance compact. State shareholders now ask their oil companies to fund budgets, build local capability and prepare for lower-carbon demand at the same time. Jupiter Prime Training delivers Petroleum Management for National Oil Company Leaders.

Why Petroleum Management for National Oil Company Leaders Matters Now

Three pressures meet at the top of a national oil company. The state shareholder expects steady dividends and transfers while also asking for jobs, local suppliers and industrial spin-offs. Partner companies, lenders and buyers judge the company on reserves credibility, project delivery and commercial discipline. Communities and investors watch emissions, safety and transparency more closely than before. A company that balances these keeps its capital programme funded and its partners engaged; one that does not drifts into budget cuts, stalled projects and political intervention. The course draws on the Society of Petroleum Engineers Petroleum Resources Management System SPE PRMS, discounted cash flow economics, the balanced scorecard and stakeholder mapping.

Who Gains Most from Petroleum Management for National Oil Company Leaders

- Asset leaders accountable for producing fields, development projects and their budgets
- Senior managers who steer exploration, refining or marketing divisions
- Planning and portfolio heads who prepare corporate plans for the board and shareholder
- Managers who represent the company on joint venture operating committees
- Leaders responsible for national workforce and supplier development

Corporate planning and asset leadership groups gain most when several division heads attend together and align on one portfolio logic and one compact with the shareholder.

Petroleum Management for National Oil Company Leaders Capabilities

Participants move from running a single asset to steering a state-owned portfolio, weighing commercial returns against the wider mandate their owner sets.

- Assess a national oil company mandate and translate it into measurable commercial and social targets — board and shareholder
- Weigh exploration, development, refining and marketing options in one portfolio view — capital allocation committee
- Apply SPE PRMS reserves categories to a corporate resource base — reserves reporting and lender confidence
- Build a field development decision case with economic and national content criteria — investment approval
- Design an oversight approach for non-operated joint ventures — operating committee representatives
- Communicate a performance compact to ministries, partners and staff — stakeholder alignment

Key Petroleum Management for National Oil Company Leaders Terms

- National oil company — an oil and gas company owned wholly or mainly by the state, often holding commercial and public duties.
- Performance compact — an agreed set of targets and freedoms between a state shareholder and its company management.
- Operating committee — the joint venture body where partners approve work programmes, budgets and major decisions.
- Reserves replacement ratio — new reserves added in a period divided by production, showing whether the resource base is sustained.
- National content — the share of jobs, goods and services in petroleum activity supplied from within the host economy.
- Integrated margin — the combined earnings a barrel generates as it moves from field through refining and sale.

Petroleum Management for National Oil Company Leaders Day by Day

Day 1: The State-Owned Petroleum Enterprise

- National Oil Company Mandate Models — Commercial Versus Public Duties
- Shareholder, Ministry and Board Relationships — Decision Rights Clarity
- Corporate Governance Codes for State Enterprises — Board Effectiveness
- Dividend and Fiscal Transfer Policies — Reinvestment Capacity
- Benchmarking Against Peer State Companies — Strategic Ambition Setting

Day 2: Portfolio Strategy Across the Value Chain

- Integrated Portfolio Mapping — Exploration to Retail Balance
- Growth, Hold and Exit Screening Matrix — Asset Priorities
- Scenario Planning for Demand and Prices — Resilience Testing
- International Expansion Options — Risk and Capability Fit
- Low-Carbon Business Options for Oil Companies — Diversification Choices

Day 3: Exploration Portfolio and Resource Base

- SPE PRMS Classification and Categorisation — Corporate Reserves Statements
- Prospect Ranking and Risked Volumes — Exploration Budget Allocation
- Reserves Replacement and Resource Maturation — Long-Term Production Outlook
- Exploration Partnership Models — Risk Sharing With Partners
- Subsurface Data Stewardship — National Knowledge Retention

Day 4: Field Development Decisions

- Field Development Plan Review Criteria — Concept Selection Approval
- Discounted Cash Flow and Breakeven Analysis — Project Ranking
- Enhanced Oil Recovery Investment Cases — Mature Field Life Extension
- Gas Monetisation Options — Domestic Supply Versus Export
- Stage-Gate Project Assurance — Cost and Schedule Control

Day 5: Contracts, Partners and Joint Ventures

- Production Sharing and Service Contract Structures — Partner Economics
- Joint Operating Agreement Key Provisions — Voting and Sole Risk
- Operating Committee Oversight Practices — Non-Operator Influence
- Partner Performance Reviews — Work Programme Delivery
- Dispute Prevention and Escalation Paths — Relationship Continuity

Day 6: Refining, Marketing and Trading

- Refinery Margin and Configuration Review — Upgrade or Rationalise Decisions
- Crude Marketing and Term Contract Strategy — Customer Portfolio
- Domestic Fuel Pricing and Subsidy Effects — Downstream Profitability
- Trading Arm Governance — Risk Limits and Controls
- Petrochemical Integration Options — Value Uplift per Barrel

Day 7: Financial Steering and Capital Allocation

- Corporate Financial Statements of State Oil Companies — Funding Health
- Capital Rationing and Hurdle Rate Policy — Investment Envelope
- Project Finance and Bond Funding Routes — Balance Sheet Strength
- Cost Benchmarking per Barrel — Efficiency Targets
- Budget Negotiation With the Shareholder — Funding Certainty

Day 8: Asset Performance and Operational Excellence

- Balanced Scorecard for Divisions and Assets — Leadership Accountability
- Production Efficiency and Uptime Metrics — Loss Reduction Priorities
- Process Safety Indicators at Board Level — Risk Oversight
- Emissions Intensity and Flaring Reduction Plans — Investor Expectations
- Digital Field and Data Platforms — Performance Visibility

Day 9: People, National Content and Stakeholders

- National Workforce Development Pathways — Leadership Succession
- National Content Targets and Supplier Development — Local Economic Benefit
- Stakeholder Mapping for Ministries, Partners and Communities — Engagement Priorities
- Transparency and Revenue Reporting Practices — Public Trust
- Change Leadership in State Enterprises — Reform Acceptance

Day 10: Practising the National Oil Company Business Unit Strategy and Performance Compact

- Mandate and Portfolio Framing From Days 1 and 2 — Strategic Intent
- Resource and Development Choices From Days 3 and 4 — Investment Sequence
- Financial Envelope From Day 7 — Funding Plan
- Scorecard and Stakeholder Commitments From Days 8 and 9 — Accountability
- Completing the National Oil Company Business Unit Strategy and Performance Compact — Board Submission

Applying Petroleum Management for National Oil Company Leaders After the Course

- Map the current portfolio of your division on a growth, hold and exit matrix and present the result to the planning committee.
- Draft a one-page performance compact for one asset, pairing commercial targets with national content and safety targets.

Petroleum Management for National Oil Company Leaders Questions FAQ

What is Petroleum Management for National Oil Company Leaders and why does it matter now?

It is the senior management of state-owned oil and gas companies across exploration, development, refining and marketing. It matters now because shareholders expect revenue, local capability and energy transition readiness from the same portfolio.

Which roles gain most from Petroleum Management for National Oil Company Leaders?

Senior petroleum managers and asset leaders gain most, including division heads, portfolio and planning leads, joint venture committee representatives and leaders responsible for national workforce and supplier development.

How does Petroleum Management for National Oil Company Leaders differ from a host government licensing course?

It looks at the oil company rather than the regulator. Instead of designing licensing rounds and fiscal terms, you manage a state-owned portfolio, its partners, its capital and its performance compact with the shareholder.

What do you bring back from Petroleum Management for National Oil Company Leaders?

You bring back a business unit strategy and performance compact linking mandate, portfolio choices, funding, scorecard targets and stakeholder commitments, ready for board discussion.

Petroleum Management for National Oil Company Leaders: The Way Forward

The national oil company business unit strategy and performance compact first informs the next corporate plan and budget round. Division heads, planners and board members use it to agree priorities and freedoms. After its first cycle, the balance between commercial and national targets deserves another look, because shareholder expectations and market conditions rarely stay still.