JUPITER PRIME
Consulting • Training • Advisory
جوبيتر برايم للاستشارات والتدريب

COURSE BROCHURE

A to Z of the Petroleum Industry Value Chain Training Course

8 – 12 February 2027
Vienna

A to Z of the Petroleum Industry Value Chain Training Course

Ref: 1359_50898 **Date:** 8 – 12 February 2027 **Location:** Vienna **Fees:** 6600 GBP

A to Z of the petroleum industry value chain is a 1-week training course for new joiners and non-technical staff in finance, procurement, human resources, legal and communications roles at oil and gas companies, and it ends with a value chain map of the participant's own company. Price swings, energy transition debates and joint venture partners all reach non-technical desks, so every employee needs to see how a barrel earns its margin. Jupiter Prime Training runs this course for those staff.

Why the Petroleum Industry Value Chain Matters Now

Three forces make value chain literacy urgent for non-technical staff: volatile crude and gas prices that change budgets mid-year, partners and host governments who share revenue through production sharing contracts and joint operating agreements, and investors who ask how each company will handle lower-carbon demand. Staff who see the whole chain from reservoir to customer make faster, better-informed contributions to contracts, budgets and messaging; staff who see only their own desk slow decisions and miss risks. The course introduces how reserves are classified under the Petroleum Resources Management System PRMS of the Society of Petroleum Engineers SPE, since booked volumes drive company value.

Who Gains Most from the Petroleum Industry Value Chain

- Finance and planning staff who budget for exploration, drilling and plant operations
- Procurement and contracts staff who buy rigs, services and materials across the chain
- Human resources staff who recruit and develop engineers, operators and geoscientists
- Legal and commercial staff who handle licences, partner agreements and sales contracts
- Communications and administrative staff who explain company activity to stakeholders

Support functions gain most when several new joiners from different departments attend together and leave with one shared picture of the business.

Petroleum Industry Value Chain Capabilities

Participants follow a hydrocarbon molecule from the source rock to the fuel pump and learn where money, risk and people sit at each stage.

- Map upstream, midstream and downstream activities of their own company — department heads and induction leads
- Explain how exploration, appraisal and development decisions are staged — budget holders
- Assess how crude quality and refinery configuration shape product yields — commercial colleagues
- Apply basic petroleum economics such as cash flow and break-even price — finance and planning reviews

- Communicate the role of contracts like PSC and JOA — legal and partner relations teams
- Weigh energy transition pressures on each link of the chain — corporate communications

Key Petroleum Industry Value Chain Terms

- Upstream — the exploration, drilling and production of crude oil and natural gas from underground reservoirs.
- Midstream — the gathering, processing, storage and pipeline or tanker transport of hydrocarbons between fields and refineries.
- Downstream — the refining of crude into fuels and petrochemical feedstocks, and their distribution and sale to customers.
- Reserves — quantities of oil or gas expected to be commercially recovered from known accumulations under defined conditions.
- Production sharing contract — an agreement in which a host government and an oil company divide production after cost recovery.
- Refinery margin — the difference between the value of refined products and the cost of the crude processed.

Petroleum Industry Value Chain Day by Day

Day 1: How the Petroleum Business Works

- Value Chain Overview — Upstream, Midstream and Downstream Roles and Revenues
- Origin of Oil and Gas — Source Rock, Migration and Traps Explained
- Industry Players — National Oil Companies, International Majors and Service Firms
- Crude Benchmarks and Pricing — Why Prices Move Company Budgets
- Energy Transition Pressures — Demand Scenarios Across the Chain

Day 2: Exploration, Drilling and Production

- Seismic Surveys and Prospect Ranking — Deciding Where to Drill
- Drilling Rigs and Well Construction — Cost Drivers and Safety Barriers
- Reserves Classification Under PRMS — How Volumes Become Company Value
- Production Facilities — Separators, Gas Handling and Water Treatment
- Enhanced Oil Recovery Methods — Extending Field Life in Mature Assets

Day 3: Midstream and Refining

- Pipelines, Storage and Marine Terminals — Moving Crude and Gas Safely
- Gas Processing and LNG — Turning Raw Gas into Sales Products
- Refinery Units and Product Yields — From Crude Barrel to Fuels
- Petrochemical Links — Feedstocks for Plastics and Fertilisers
- Product Distribution and Retail — Reaching Industrial and Consumer Customers

Day 4: Contracts, Economics and People

- Licences, PSC and JOA Structures — Sharing Risk and Revenue
- Project Cash Flow Basics — Capital Spend, Operating Cost and Break-Even
- Procurement Across the Chain — Rigs, Services and Long-Lead Equipment
- Health, Safety and Environment Systems — Protecting People and Licence to Operate
- Workforce Roles Map — Engineers, Operators, Geoscientists and Support Staff

Day 5: Practising the Company Value Chain Map

- Locating Company Assets on the Chain — Applying Days 1 and 2
- Tracing Product Flows to Customers — Applying Day 3
- Linking Contracts and Cash Flows — Applying Day 4
- Department Interfaces and Hand-Offs — Showing Where Support Functions Add Value
- Company Value Chain Map — Final Presentation and Peer Feedback

Applying the Petroleum Industry Value Chain After the Course

- Present the company value chain map to your department and mark the links where your team's work affects cost, schedule or revenue.
- Prepare a one-page glossary of upstream, midstream and downstream terms used in your department's contracts, budgets or reports.

Petroleum Industry Value Chain Questions FAQ

What is the A to Z of the petroleum industry value chain and why does it matter now?

The A to Z of the petroleum industry value chain is an end-to-end view of how oil and gas move from reservoir to customer. It matters now because price volatility and energy transition pressures affect every department, not only engineers.

Which roles gain most from petroleum industry value chain training?

New joiners and non-technical staff in finance, procurement, human resources, legal and communications gain most. They work daily with technical colleagues and partners, and a shared picture of the chain helps them ask better questions and avoid costly misunderstandings.

How does the A to Z of the petroleum industry value chain differ from an upstream fundamentals course?

The A to Z of the petroleum industry value chain covers the whole chain at an introductory level. Upstream fundamentals courses go deeper into geology, drilling and production only, whereas this course gives equal weight to refining, transport, contracts and economics.

What do you bring back from petroleum industry value chain training?

You bring back a company value chain map. It shows where your organisation's assets, contracts, cash flows and departments sit from exploration to customer, and where your own role adds value.

Petroleum Industry Value Chain: The Way Forward

The company value chain map first informs how a new joiner's department explains its role during induction and planning. Department heads, induction coordinators and the participants themselves use it to brief colleagues. After its first use, revisit the energy transition links on the map, because changing demand may shift which parts of the chain the company grows or reduces.