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COURSE BROCHURE

# Oil and Gas Commercial and Enterprise Risk Training Course

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Registered in the United Kingdom and Saudi Arabia

# Oil and Gas Commercial and Enterprise Risk Training Course

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Oil and Gas Commercial and Enterprise Risk is a 1-week training course for managers and commercial staff that ends with each participant drafting an Enterprise Risk Profile for their business unit. Volatile crude and gas prices, tighter capital discipline and closer board scrutiny mean that exposures across the value chain must be named, sized and owned before they surface in earnings. Jupiter Prime Training runs this course.

## Why Oil and Gas Commercial and Enterprise Risk Matters Now

Three groups shape how petroleum companies treat business exposure today: lenders and shareholders who price uncertainty into capital, boards that expect a clear statement of tolerance, and trading counterparties whose credit can change quickly. A company that sizes its price, counterparty, project and operational exposures can hedge selectively, defer marginal spend and protect cash flow through a downturn. One that does not often discovers concentration only after a cargo default or a sanctioned project overrun. The course rests on the enterprise risk cycle of identify, assess, treat and report, and on Monte Carlo simulation for quantifying combined exposures.

## Who Gains Most from Oil and Gas Commercial and Enterprise Risk

- Staff who negotiate crude, gas or product sales and carry counterparty exposure
- Staff who prepare budgets, long-range plans and price decks for investment cases
- Staff who maintain the corporate risk register and prepare committee papers
- Staff who manage project portfolios and report schedule and cost exposure
- Staff who arrange insurance, credit lines and hedging with treasury

A finance, commercial or strategy function gains most when several of its analysts attend together and agree one language for tolerance and escalation.

## Oil and Gas Commercial and Enterprise Risk Capabilities

Participants turn scattered exposures from trading desks, projects and operations into one sized and owned view for decision makers.

- Assess price, volume, counterparty and fiscal exposures across upstream, midstream and downstream assets — the commercial director
- Calculate exposure ranges with sensitivity tables and Monte Carlo simulation — the investment committee
- Weigh hedging instruments such as swaps, options and collars against budget certainty — the treasury lead
- Design a risk appetite statement with tolerances and escalation triggers — the board
- Test strategic plans against price and demand scenarios — the planning function
- Communicate a ranked exposure heat map with owners and treatments — the audit and risk committee

## Key Oil and Gas Commercial and Enterprise Risk Terms

- Risk appetite — the amount and type of exposure a company is willing to accept in pursuit of its objectives.
- Counterparty exposure — potential loss if a buyer, seller or partner fails to pay, deliver or meet contract terms.
- Price deck — the set of oil and gas price assumptions a company uses for budgets, reserves valuation and investment cases.
- Collar — a hedge combining a bought put and a sold call that sets a price floor and ceiling.
- Key risk indicator — a measurable signal that warns when an exposure is approaching its agreed tolerance.
- Value at risk — an estimate of the maximum loss over a set period at a chosen confidence level.

## Oil and Gas Commercial and Enterprise Risk Day by Day

### Day 1: Exposure Across the Petroleum Value Chain

- Value Chain Exposure Mapping — Where Upstream, Midstream and Downstream Earnings Diverge
- Enterprise Risk Cycle — Identify, Assess, Treat and Report Responsibilities
- Fiscal Terms and Production Sharing Contracts — Government Take Under Price Swings
- Joint Operating Agreement Exposures — Partner Default and Cash Call Risk
- Risk Taxonomy for Petroleum Companies — Consistent Categories Across Business Units

### Day 2: Sizing Price and Commercial Exposure

- Price Deck Construction and Sensitivity Tables — Budget and Investment Assumptions
- Monte Carlo Simulation of Combined Exposures — Ranges Instead of Single Points
- Counterparty Credit Scoring and Limits — Cargo Sales and Supply Contracts
- Value at Risk for Physical and Paper Positions — Trading Desk Limits
- Refining and Petrochemical Margin Exposure — Crack Spread and Feedstock Swings

### Day 3: Treating Exposure With Hedging and Transfer

- Swaps, Options and Collars — Choosing Between Certainty and Upside
- Hedge Ratio and Tenor Policy — Volumes Protected and for How Long
- Insurance and Contractual Risk Transfer — Indemnities and Limits of Liability
- Project Portfolio Contingency — Schedule and Cost Exposure on Capital Projects
- Operational Loss Scenarios — Outage, Spill and Supply Disruption Impact

## Day 4: Scenarios, Appetite and Board Reporting

- Scenario Planning for Price and Demand — Low, Base and High Cases
- Risk Appetite Statement Drafting — Tolerances, Limits and Escalation Triggers
- Key Risk Indicators and Dashboards — Early Warning for Management
- Heat Maps and Bow-Tie Diagrams — Communicating Causes, Barriers and Consequences
- Board and Audit Committee Papers — Decisions Requested Rather Than Information

## Day 5: Practising the Enterprise Risk Profile

- Business Unit Exposure Register Build — Applying the Day 1 Taxonomy
- Simulation of a Sample Asset Portfolio — Applying Day 2 Sizing Methods
- Hedging Proposal Debate — Applying Day 3 Treatment Choices
- Appetite and Indicator Calibration — Applying Day 4 Thresholds
- Enterprise Risk Profile Drafting — Ranked Exposures, Owners and Treatments

## Applying Oil and Gas Commercial and Enterprise Risk After the Course

- Run a counterparty exposure review of the top ten buyers and suppliers and propose revised credit limits.
- Present a three-scenario price sensitivity of the current budget to the finance leadership.

## Oil and Gas Commercial and Enterprise Risk Questions FAQ

### What is oil and gas commercial and enterprise risk and why does it matter now?

It is the practice of naming, sizing, treating and reporting the price, counterparty, project and operational exposures of a petroleum business. It matters now because volatile markets and closer board scrutiny reward companies that know their tolerance before a shock arrives.

### Which roles gain most from oil and gas commercial and enterprise risk training?

Commercial, planning, treasury and corporate risk staff gain most. Project controllers also benefit when they must report portfolio exposure to the same committees.

### How does oil and gas commercial and enterprise risk differ from a process safety risk course?

It addresses financial and commercial exposure rather than hazard control in plants. A process safety course studies barriers against fires and releases; this subject sizes how price, credit, project and operational events affect earnings and cash.

## What do you bring back from oil and gas commercial and enterprise risk training?

You bring back an Enterprise Risk Profile for your business unit, with ranked exposures, owners, treatments and indicators ready for a management or committee discussion.

## Oil and Gas Commercial and Enterprise Risk: The Way Forward

The Enterprise Risk Profile first informs how much price and counterparty exposure a business unit accepts in its next budget. Commercial managers, treasury and the risk committee use it to agree hedging and credit limits. After the first quarterly cycle, revisit the indicators and scenarios to test whether tolerances were set at realistic levels.