



*Training Course:  
Local Content Management in the Oil and Gas  
Industry*

*25 - 29 November 2024  
Milan (Italy)*

## Training Course: Local Content Management in the Oil and Gas Industry

Training Course code: MA234828 From: 25 - 29 November 2024 Venue: Milan (Italy) - Training Course Fees: 5250 € Euro

### INTRODUCTION

Local Content is the development of local skills, oil and gas technology transfer, and use of local manpower and local manufacturing. This Global Horizon Local Content Management in the Oil and Gas Industry training program will discuss the business benefits of developing the primary components of a local content strategy, including building a local workforce and supplier capacity, integrating local content with business plans and successfully monitoring the programs. Whether you are developing your policy now or want to scale up your local content models, you will get practical insight into what works best for your region.

This training will equip you with the understanding and delivering local content in relation to oil and gas projects. It aims at assisting you to build the local workforce and supplier capacity and implementing and sustaining successful local content strategic plans. Furthermore, the training will offer oil and gas business practical advice on how they can realize the potential value of local content; and offer all stakeholders suggestions on ways to help create shared value through local content development.

This training program will highlight:

- Key factors in the local content provisions
- Exploring a number of themes, including skills development programs and local content performance management
- Identify and assess the impact of local content provisions on the execution of an oil field development project
- Participate in the elaboration of a local content management plan
- Negotiation of local content provisions applicable to a given contractual context

### OBJECTIVES

This training course will enhance your ability to identify, determine and manage local content strategies in the oil and gas business. It will boost your skills in mastering the implications of local content provisions over the execution of an oil field development project, mainly in terms of procurement and personnel management.

At the end of this training program, you will learn to:

- Identify the key factors in the local content provisions applicable to a given contractual context, and assess their impact on the execution of an oil field development project
- Participate in the development and implementation of local content strategy and execution of a local content management plan, take part in a procurement contract tendering, negotiation, and follow-up, and take into account the impacts of local provisions on workforce management

- Manage local content regulations and requirements in key oil and gas producing nations around the world
- Understand the latest updates to local content calculation methodology and its impact to your projects and planning
- Participate in the elaboration of a local content management plan
- Learn how to significantly improve your management of local content internally and across your supplier base

## TRAINING METHODOLOGY

In this Local Content Management in the Oil and Gas Industry training course, our expert presenter draws on practical experience and extensive discussion with policymakers, ministers, law officers, and private sector contractors around the world. This training course blends presentations with practical case studies and interactive exercises to ensure that participants have ample opportunity to discuss, challenge, and understand the key principles of Local Content Management in the Oil and Gas Industry.

## ORGANISATIONAL IMPACT

Success can be learned, and failures can be avoided, by examining others' experiences. Throughout this training course, we draw on practical examples of best practices and well-documented failures to maximize your team's chances of success. Through practical examples, open discussion, and interactive exercises, your team can gain the skills and confidence to deal with Local Content Management in the Oil and Gas Industry within your organization.

## PERSONAL IMPACT

Your team members will learn and have the opportunity to practice techniques for:

- Evaluating key elements of local content between regulations, industrial policy, commercial interests, and sustainable development
- State of play on local content regulations around the world including Brazil, Nigeria, Kazakhstan, Indonesia, Australia, and China amongst others
- Formulating contracting strategies that match local capabilities
- Simulated tender evolution of local content
- The mechanics of local content
- Reviewing and setting metrics for measuring and reporting Local Content Performance

## TARGET AUDIENCE

This Global Horizon training program is aimed at managers from the Oil & Gas sector National Oil Companies {NOCs}, regulation authorities, ministries or from International Oil Companies IOCs having to deal or operate under a local content environment and contractual provisions.

This training course is suitable for a wide range of professionals but will greatly benefit:

- Local Content Managers
- Capacity Building Officers
- Human Resource Managers
- Operations & Logistics Managers
- Supply Chain & Procurement Managers
- Planning & Strategy Managers
- Project Managers
- Government Officials
- Legal & Contract Managers
- Business Development Managers

## COURSE OUTLINES

### DAY 1

#### Introduction to Local Content in the Oil and Gas Industry

- Oil and Gas Industry: Setting The Scene
- What is Local Content?
- Understanding the Context and Current Overview of Major Themes in Local Content Laws and Regulation
- Company Perspectives
  - The Role of International Oil Companies
  - The Role of National Oil Companies

### DAY 2

#### Local Content In Procurements And Contracts

- Understanding the Underlying Concepts Local Content Policy Provisions Applicable in the Oil & Gas Business
- How to Make Quick Wins In: Procurement of Goods and Services from Local Suppliers, Employment and Development of Local Workforce, Knowledge and Technology Transfer

- Building and Developing Human Capacity
- Developing Oil and Gas Industry Capacity
- Building A Globally Competitive Supplier Base: Focusing On Community Participation In The Supply Chain
- Procurement And Contract Strategy

### DAY 3

#### Developing A Local Content Plan

- How to Approach A National Content Plan
- Content Implementation
  - Implementation, Measurement, And Monitoring Of Local Content
  - Group Session: Local Content Strategy From A Company Perspective
  - Corporate Social Responsibility CSR
- Local Content Agenda, Targets, Measures, and Mechanisms to Meet Local Content Requirements, Monitor and Implement Targets Performance of Local Content

### DAY 4

#### Local Content Management Plan LCMP

- Opportunities Driving Forces, Issues, Obstacles in Nationalizing Host Countries Workforce, Challenges and their Effective Solutions of Localization of Workforce and Suppliers for the Satisfaction of Local Content Requirements
- Maximisation of the Commercial Success of Projects with Local Content Quick Wins
- Quick Wins in Supplier Development and Training of National Suppliers and Workforce
- Challenges and Opportunities
- Managing Expectations
- Key Factors in Developing and Implementing a Local Content Strategy
- Developing Local Content Management Plan LCMP
- Incorporating Local Content in a Contractual Strategy
- Key-factor and Associated Risks
- Setting-up and Management of an LCMP

## DAY 5

### Negotiation and Drafting of Local Content Provisions

- Contract Drafting and Negotiation
- Ways to Measure Local Content
- The Balanced Scorecard and other Tools in Local Content
- Consequences of Local Content Provisions on the Execution of a Procurement Contract
- Contractual Strategy including Impact on Oil and Gas Contracts
- Tendering Process
- Recommendation and Awarding
- Execution - Control
- Impact of Local Content Provisions on Workforce Management
- Employment, Training and Education

## Registration form on the Training Course: Local Content Management in the Oil and Gas Industry

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

### Delegate Information

Full Name (Mr / Ms / Dr / Eng): .....  
 Position: .....  
 Telephone / Mobile: .....  
 Personal E-Mail: .....  
 Official E-Mail: .....

### Company Information

Company Name: .....  
 Address: .....  
 City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
 Position: .....  
 Telephone / Mobile: .....  
 Personal E-Mail: .....  
 Official E-Mail: .....

### Payment Method

- Please find enclosed a cheque made payable to Global Horizon
- Please invoice me
- Please invoice my company

### Easy Ways To Register

Telephone:  
+201095004484 to  
provisionally reserve your  
place.

Fax your completed  
registration  
form to: +20233379764

E-mail to us :  
info@gh4t.com  
or training@gh4t.com

Complete & return the  
booking form with cheque  
to: Global Horizon  
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