



*Training Course:
MBA for Oil and Gas Professionals*

*8 - 19 September 2025
Lisbon (Portugal)*

Training Course: MBA for Oil and Gas Professionals

Training Course code: SC236089 From: 8 - 19 September 2025 Venue: Lisbon (Portugal) - Training Course Fees: 9800 € Euro

Introduction

In today's complex and dynamic global energy market, professionals in the oil and gas sector are expected to possess not only technical expertise but also strategic business acumen. The MBA for Oil and Gas Professionals program—designed by Global Horizon Training Center—is crafted to equip industry leaders with the necessary tools to make high-impact business decisions, lead innovation, and strategically position their organizations for success. This intensive 10-day course blends core business management disciplines with industry-specific knowledge tailored for upstream, midstream, and downstream operations.

Objectives

By the end of this program, participants will be able to:

- Understand core business management principles within the oil and gas context.
- Analyze and interpret financial statements to make sound investment decisions.
- Evaluate geopolitical and economic factors affecting energy markets.
- Lead organizational change and drive innovation in oil and gas enterprises.
- Manage large-scale projects with operational and financial efficiency.
- Develop strategic plans that align with sustainability and ESG goals.
- Build effective cross-cultural and cross-functional leadership skills.
- Make data-driven decisions using analytics and digital tools.

Course Methodology

The course employs a mix of:

- Instructor-led lectures
- Real-life oil and gas case studies
- Group workshops and peer-to-peer learning
- Business simulations and strategic role-playing
- Interactive discussions with energy sector experts

- Hands-on assignments and group presentations

Organizational Impact

Organizations that invest in this program will benefit by:

- Strengthening leadership capabilities in key personnel.
- Improving strategic alignment between business units and technical operations.
- Enhancing project delivery and financial performance.
- Cultivating a culture of innovation and agile thinking.
- Preparing leaders to address global energy transition and decarbonization challenges.

Target Audience

This program is ideal for:

- Mid-to-senior level professionals in oil, gas, and energy sectors.
- Project managers, engineers, and operations leads transitioning to leadership roles.
- Finance, HR, and procurement professionals within energy firms seeking strategic insight.
- Government and regulatory personnel in energy-focused roles.
- Entrepreneurs and consultants working with oil and gas clients.

Outlines

Day 1: The Global Oil & Gas Industry - A Strategic Overview

- Structure of the oil and gas value chain: upstream, midstream, downstream
- Key players and global trends
- Geopolitical and economic impacts
- Energy transition and climate change pressures

Day 2: Business Strategy and Competitive Positioning

- Strategic frameworks SWOT, PESTEL, Porter's Five Forces
- Business model innovation in oil and gas

- Corporate governance and stakeholder expectations
- Visioning and scenario planning for energy companies

Day 3: Finance and Investment Decision-Making

- Oil and gas financial statements and KPIs
- Project evaluation: NPV, IRR, payback period
- Capital budgeting in volatile environments
- Financial risk management and hedging basics

Day 4: Operations Management and Supply Chain in Oil & Gas

- Lean and agile operations in energy
- Global supply chain challenges in oil and gas
- Inventory and logistics optimization
- Vendor and contractor management

Day 5: Project Management in the Energy Sector

- Lifecycle of oil and gas projects
- Project financing and risk assessment
- Tools for effective project scheduling and monitoring e.g., Primavera, MS Project
- Stakeholder and communication management

Day 6: Leadership and Organizational Behavior

- Leading diverse and remote teams
- Change management and organizational development
- Emotional intelligence and decision-making
- Conflict resolution and negotiation

Day 7: Digital Transformation and Data Analytics in Oil & Gas

- Industry 4.0 and digital twins in oilfield operations

- Big data and predictive analytics
- Cybersecurity and data governance
- Automation and AI applications

Day 8: Marketing, Sales & Commercial Strategies

- Crude oil and LNG trading basics
- Pricing strategies and contract negotiations
- Customer relationship management
- Branding and corporate communication

Day 9: Sustainability, ESG, and Regulatory Compliance

- Environmental and social impact assessments
- Carbon management and net-zero strategies
- ESG reporting frameworks e.g., GRI, SASB
- Compliance with international standards

Day 10: Capstone Simulation and Strategic Business Presentation

- Group simulation: Leading an energy company through a crisis
- Presentation of strategic business plans to a panel
- Feedback and debriefing from instructors and peers
- Final Q&A and certification ceremony

Registration form on the Training Course: MBA for Oil and Gas Professionals

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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:
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Payment Method

- ☐ Please find enclosed a cheque made payable to Global Horizon
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registration
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E-mail to us :
info@gh4t.com
or training@gh4t.com

Complete & return the
booking form with cheque
to: Global Horizon
3 Oudai street, Aldouki,
Giza, Giza Governorate,
Egypt.