



*Training Course:
International Oil and Gas Business Management*

*28 July - 1 August 2025
Trabzon (Turkey)*

Training Course: International Oil and Gas Business Management

Training Course code: SC236090 From: 28 July - 1 August 2025 Venue: Trabzon (Turkey) - Training Course Fees: 6500 € Euro

Introduction:

The international oil and gas sector is the backbone of the global energy supply chain and a vital contributor to economic development, geopolitical balance, and industrial progress. However, navigating this industry requires more than just technical expertise—it demands an in-depth understanding of the complex and ever-evolving global energy ecosystem.

The business of oil and gas is influenced by a wide array of interrelated factors: shifting geopolitical alliances, fluctuating commodity prices, technological advancements, regulatory requirements, environmental concerns, and global efforts toward decarbonization. As nations strive to balance energy security, sustainability, and profitability, oil and gas companies must adapt swiftly to new paradigms and lead with resilience and foresight.

This intensive 5-day training program is designed to equip current and future leaders in the energy sector with strategic, commercial, and operational insights essential for managing oil and gas business activities across international boundaries. Participants will gain a comprehensive understanding of the global oil and gas value chain, including upstream, midstream, and downstream operations; market economics and trade; investment and project management; risk and sustainability; and leadership in a time of transition.

Whether you are involved in operations, strategy, business development, policy-making, or investment, this course will provide the knowledge, tools, and frameworks required to make informed decisions, drive sustainable growth, and position your organization competitively in the international oil and gas arena.

Target Audience:

- Oil and Gas Executives
- Business Development Managers
- Energy Policy Makers
- Strategic Planners and Analysts
- Supply Chain and Operations Managers
- Investment and Finance Professionals in Energy Sector
- Engineers transitioning into management roles
- Legal and Regulatory Compliance Officers

Objectives:

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

- Understand the structure and dynamics of the global oil and gas industry.
- Evaluate international markets, trade flows, and investment trends.
- Analyze geopolitical, environmental, and regulatory factors affecting the industry.
- Manage risks and develop strategies for sustainable energy business.
- Enhance decision-making and leadership in international oil and gas operations.

Outlines:

Day 1:

Global Oil & Gas Industry Overview

- Introduction to the upstream, midstream, and downstream sectors
- Key players and business models in the international oil and gas market
- Market trends, demand-supply dynamics, and price volatility
- Role of OPEC, IEA, and international energy policies
- Case studies of global oil & gas market shifts

Day 2:

International Trade, Contracts, and Pricing Mechanisms

- Oil and gas trading fundamentals
- Types of international contracts PSCs, service contracts, JV agreements
- Pricing structures: Brent, WTI, Henry Hub, LNG pricing
- Risk management and hedging strategies
- Legal and regulatory frameworks for cross-border transactions

Day 3:

Project and Investment Management in Oil and Gas

- Project lifecycle: from exploration to decommissioning
- Feasibility studies and investment decision frameworks

- Capital expenditure CAPEX and operational expenditure OPEX planning
- Stakeholder management and local content policies
- Case study: Managing an international offshore project

Day 4:

Sustainability, Geopolitics, and Risk in the Oil and Gas Sector

- Environmental, Social, and Governance ESG principles
- Climate change impact and energy transition strategies
- Political and security risks in oil-producing regions
- Compliance with international standards e.g., EITI, UNGC
- Crisis and emergency management in international operations

Day 5:

Strategic Leadership and Future Outlook

- Strategic decision-making in volatile environments
- Digital transformation and innovation in oil and gas
- Talent and knowledge management in global operations
- Scenario planning: the future of oil and gas post-energy transition
- Final group exercise: Developing a strategic business plan for a new market

Registration form on the Training Course: International Oil and Gas Business Management

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

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3 Oudai street, Aldouki,
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