



*Training Course:  
Petroleum Business Management*

*8 - 12 November 2026  
Istanbul (Turkey)  
DoubleTree by Hilton Istanbul Esentepe*

## Training Course: Petroleum Business Management

Training Course code: EN236406 From: 8 - 12 November 2026 Venue: Istanbul (Turkey) - DoubleTree by Hilton Istanbul Esentepe Training Course Fees: 6825 ₺ Euro

### Introduction

The Petroleum Business Management training program is designed by Global Horizon Training Center to provide professionals in the oil and gas sector with a comprehensive understanding of how petroleum businesses operate across the upstream, midstream, and downstream value chain.

The program integrates technical awareness with business, financial, commercial, and strategic perspectives required to manage petroleum operations effectively in a highly competitive, regulated, and capital-intensive environment. Participants will explore how economic drivers, market dynamics, contracts, risk, governance, and performance management influence decision-making and long-term sustainability in the petroleum industry.

This program bridges the gap between engineering and management by enabling participants to align technical operations with business objectives, financial performance, and corporate strategy.

### Objectives

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

- Understand the structure and economics of the petroleum value chain
- Analyze key business drivers in upstream, midstream, and downstream operations
- Apply petroleum economics and financial principles to decision-making
- Evaluate commercial models, contracts, and fiscal regimes
- Manage risks, compliance, and performance in petroleum businesses
- Align operational activities with corporate strategy and market conditions
- Improve profitability, efficiency, and sustainability of petroleum operations

### Target Audience

This program is designed for:

- Petroleum and oil & gas managers

- Business development and commercial professionals
- Engineers transitioning into managerial or commercial roles
- Finance, planning, and strategy professionals in oil & gas
- Project managers and asset managers
- Government and regulatory professionals involved in petroleum oversight

## Outline

### Day 1: Petroleum Industry Overview and Value Chain

- Global petroleum industry structure and trends
- Upstream, midstream, and downstream value chain overview
- Key stakeholders and business models
- Supply, demand, and market dynamics
- Role of national and international oil companies
- Regulatory and geopolitical influences on petroleum business

### Day 2: Petroleum Economics and Financial Fundamentals

- Introduction to petroleum economics
- Cost structures: CAPEX, OPEX, and lifecycle costs
- Revenue models and pricing mechanisms
- Cash flow analysis and project valuation basics
- Economic indicators: NPV, IRR, payback period
- Sensitivity and scenario analysis in petroleum projects

### Day 3: Commercial Management and Contracts

- Petroleum contracts and agreements overview
- Concession systems, production sharing contracts, and service contracts

- Joint ventures and partnership structures
- Fiscal regimes, royalties, taxes, and profit sharing
- Contract risk allocation and management
- Negotiation principles in petroleum agreements

#### Day 4: Risk Management, Governance, and Performance

- Key risks in petroleum business: technical, commercial, market, and political
- Risk identification, assessment, and mitigation strategies
- Corporate governance and compliance in oil & gas
- HSE and sustainability considerations in business decisions
- Performance management and KPIs in petroleum operations
- Managing uncertainty and volatility in oil and gas markets

#### Day 5: Strategy, Leadership, and Future of Petroleum Business

- Strategic planning in petroleum organizations
- Portfolio and asset management
- Mergers, acquisitions, and divestment considerations
- Energy transition and its impact on petroleum businesses
- Digitalization and innovation in petroleum management
- Final case study: integrated petroleum business decision-making.

## Registration form on the Training Course: Petroleum Business Management

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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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