



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

*15 - 19 March 2027
Trabzon (Turkey)*

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

Training Course code: MA234828 From: 15 - 19 March 2027 Venue: Trabzon (Turkey) - Training Course Fees: 5775 € Euro

Introduction

Local Content has become a critical pillar in the sustainable development of the oil and gas sector, focusing on the utilization of local workforce, development of national skills, technology transfer, and strengthening of local supply chains. The [Local Content Management in the Oil and Gas Industry](#) program, designed by Global Horizon Training Center, provides participants with a comprehensive understanding of how to design, implement, and manage effective local content strategies within complex project environments.

This program explores how organizations can align local content requirements with business objectives while maximizing value creation for both the company and the host country. It addresses key components such as workforce nationalization, supplier development, procurement strategies, and integration of local content into project planning and execution.

Course Objectives

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

- Understand the concept and strategic importance of local content in the oil and gas industry
- Identify key factors influencing local content provisions and contractual obligations
- Develop and implement effective local content strategies and management plans
- Assess the impact of local content requirements on project execution, procurement, and workforce planning
- Integrate local content into procurement and supply chain strategies
- Manage local content regulations across different jurisdictions
- Apply methodologies for measuring and monitoring local content performance
- Participate effectively in contract tendering, negotiation, and execution
- Enhance supplier development and workforce nationalization initiatives
- Align local content strategies with corporate and national development goals

Target Audience

This program is designed for:

- Local Content Managers and Specialists
- Capacity Building and Workforce Development Officers
- Human Resources Managers
- Operations and Logistics Managers
- Supply Chain and Procurement Professionals
- Planning and Strategy Managers
- Project Managers

- Government Officials and Regulatory Authorities
- Legal and Contract Managers
- Business Development Managers

Outline

Day 1 - Introduction to Local Content in the Oil and Gas Industry

- Overview of the oil and gas industry and its value chain
- Definition and importance of local content
- Global trends and regulatory frameworks in local content
- Key themes in local content laws and policies
- Roles of International Oil Companies IOCs and National Oil Companies NOCs
- Company perspectives and strategic implications

Day 2 - Local Content in Procurement and Contracts

- Local content policy provisions in procurement and contracting
- Strategies for sourcing goods and services from local suppliers
- Workforce localization and skills development programs
- Technology and knowledge transfer mechanisms
- Building and developing local supplier capacity
- Procurement and contract strategies aligned with local content requirements

Day 3 - Developing a Local Content Strategy and Plan

- Designing a national and organizational local content strategy
- Implementation frameworks for local content programs
- Measurement and monitoring of local content performance
- Setting targets, KPIs, and reporting mechanisms
- Integration with Corporate Social Responsibility CSR initiatives
- Group exercise: Developing a local content strategy

Day 4 - Local Content Management Plan LCMP

- Key drivers, challenges, and opportunities in local content implementation
- Workforce nationalization and supplier localization strategies
- Managing stakeholder expectations and regulatory requirements
- Developing and implementing a Local Content Management Plan LCMP
- Incorporating local content into contractual frameworks
- Risk identification and mitigation in local content strategies

Day 5 - Negotiation and Implementation of Local Content Provisions

- Contract drafting and negotiation techniques for local content clauses
- Methods for measuring local content KPIs, scorecards, reporting tools
- Impact of local content provisions on procurement and project execution
- Tendering, evaluation, and contract award processes
- Monitoring and control during execution phases

- Workforce implications: employment, training, and development
- Final case study and practical application

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

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