

# Oil and Gas Business Mini MBA Training Course

8 – 12 November 2027
Munich

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Training Center

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## Overview

Oil and Gas Business Mini MBA Training Course is a one-week executive course for managers and technical specialists who leave with an Integrated Energy Business Case. Participants connect the oil and gas value chain, petroleum economics, commercial strategy, operational performance, enterprise risk, and energy transition decisions. The course resolves fragmented functional analysis through evidence-based executive decision-making and a board-level recommendation. Agile Leaders Training Center presents oil and gas business management practice.

## Who Should Attend

- Business functions responsible for portfolio priorities, growth choices, and value delivery
- Technical functions responsible for translating engineering evidence into commercial decisions
- Finance functions responsible for investment appraisal, budgets, and performance interpretation
- Operations functions responsible for production, reliability, cost, and delivery tradeoffs
- Commercial functions responsible for markets, contracts, pricing, and partner interfaces
- Strategy functions responsible for transition scenarios, risk appetite, and executive recommendations

The course assumes participants contribute to operational, technical, financial, or commercial decisions at work, and it leaves out introductory engineering calculations, detailed accounting instruction, and academic degree content.

## Departments and Industries

The course supports departments and industries that coordinate capital-intensive energy and industrial business decisions.

- Upstream, midstream, downstream, and integrated oil and gas businesses
- Power, renewable energy, petrochemical, and industrial utility organizations
- Strategy, business development, planning, and corporate performance departments
- Finance, commercial, contracts, procurement, and supply chain functions
- Operations, engineering, maintenance, projects, and asset-management functions
- Investment, advisory, joint-venture, and technical-assurance teams

## Learning Objectives

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

- Analyze value creation across the oil and gas value chain
- Apply petroleum economics to investment choices
- Compare commercial models and market exposures
- Evaluate operational performance and enterprise risk
- Prioritize energy transition portfolio responses
- Build an Integrated Energy Business Case

## Course Agenda

## Day 1: Map the Energy Business

- Upstream-Midstream-Downstream Value Chain Map
- Integrated Energy Business Model Canvas
- Commodity Market Driver and Price Exposure Matrix
- Stakeholder Value and Strategic Objective Map
- Competitive Position and Capability Gap Assessment

## Day 2: Test Economics and Investment

- Project Cash Flow and Value Driver Model
- Net Present Value and Internal Rate of Return Decision Sheet
- Capital Expenditure and Operating Expenditure Assumption Register
- Scenario, Sensitivity, and Break-Even Analysis
- Portfolio Attractiveness and Capital Allocation Matrix

## Day 3: Shape Commercial Strategy

- Market Segmentation and Customer Value Logic
- Contract Revenue and Risk Allocation Map
- Pricing Mechanism and Margin Bridge Analysis
- Partner, Supplier, and Joint-Venture Governance Matrix
- Commercial Negotiation Position and Tradeoff Plan

## Day 4: Govern Performance and Transition

- Operational Performance and Economic Value Dashboard
- Enterprise Risk Appetite and Control Map
- Energy Transition Scenario and Exposure Analysis
- Carbon, Technology, and Policy Assumption Log
- Strategic Option and Implementation Roadmap

## Day 5: Practice Executive Decisions

- Suggested Exercise: Diagnose a Value Chain Margin Constraint
- Suggested Exercise: Evaluate an Investment Under Price Scenarios
- Suggested Exercise: Negotiate a Commercial Risk Allocation
- Suggested Exercise: Prioritize Transition Portfolio Options
- Capstone Exercise: Present the Integrated Energy Business Case

## Practical Exercises

The course uses suggested activities to convert cross-functional evidence into executive choices.

- Suggested activity: trace how a market shock changes margins, cash flow, operations, and portfolio priorities.
- Suggested activity: compare investment alternatives using assumptions, value measures, sensitivities, and risk appetite.
- Suggested activity: test commercial terms against partner incentives, operational constraints, and downside exposure.
- Suggested activity: defend a board-level recommendation with scenarios, controls, milestones, and decision triggers.

## FAQs

### Who suits the Oil and Gas Business Mini MBA course, and what does it assume?

Managers and specialists moving across technical, operational, financial, commercial, or strategic responsibilities suit the course. It assumes practical exposure to business decisions and does not require an academic business qualification.

### How does an Oil and Gas Business Mini MBA differ from petroleum economics training?

An Oil and Gas Business Mini MBA integrates economics with strategy, commercial models, operations, risk, transition choices, and leadership decisions. Petroleum economics training concentrates more deeply on cash flows, fiscal terms, valuation, and investment measures.

### What is the oil and gas value chain in executive decision-making?

The oil and gas value chain links resource development, processing, transportation, refining, marketing, customers, and enabling functions. Executives use these links to locate value drivers, constraints, dependencies, and risk transfers.

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## How are energy transition decisions assessed in an oil and gas business course?

Energy transition decisions are assessed through scenarios, portfolio exposure, technology assumptions, commercial viability, operational capability, risk appetite, and staged implementation choices rather than through a single forecast.

## What work product comes from oil and gas business management training?

An Integrated Energy Business Case brings together strategic context, economics, commercial terms, operational performance, risks, transition options, and implementation triggers in one decision-ready record.

## Conclusion

Participants take back an Integrated Energy Business Case that links value-chain evidence, economics, commercial choices, operations, risk, and transition scenarios. It changes separate departmental views into one executive decision record. Teams can update the case as prices, assumptions, performance, counterparties, technologies, and strategic priorities change.