

HRODC Postgraduate Training Institute

A Postgraduate-Only Institution

238

**International Petroleum – Oil and Gas –
Exploration and Production Contracts: Upstream Oil
and Gas Agreements
Course or Seminar**

Leading To:

DIPLOMA – POSTGRADUATE IN

*International Oil and Gas Exploration and
Production Contracts (8 Credit)*

Accumulating to

POSTGRADUATE DIPLOMA

Progressing To A Masters Degree –

MBA – MSc - MA

Course Coordinator:

Prof. Dr. R. B. Crawford – Director of HRODC Ltd. and Director of HRODC Postgraduate Training Institute, A Postgraduate-Only Institution. He has the following Qualifications and Affiliations:

- Doctor of Philosophy {(PhD) (University of London)};
- MEd. Management (University of Bath);
- Advanced Dip. Science Teacher Ed. (University of Bristol);
- Postgraduate Certificate in Information Systems (University of West London, formerly Thames Valley University);
- Diploma in Doctoral Research Supervision, (University of Wolverhampton);
- Teaching Certificate;
- Fellow of the Institute of Management Specialists;
- Human Resources Specialist, of the Institute of Management Specialists;
- Member of Academy of Management (MAoM), within the following Management Disciplines:
 - Human Resources;
 - Organization and Management Theory;
 - Organization Development and Change;
 - Research Methods;
 - Conflict Management;
 - Organizational Behavior;
 - Management Consulting;
 - Gender & Diversity in Organizations; and
 - Critical Management Studies.
- Member of the Asian Academy of Management (MAAM);
- Member of the International Society of Gesture Studies (MISGS);
- Member of the Standing Council for Organisational Symbolism (MSCOS);
- Life Member of Malaysian Institute of Human Resource Management (LMIHRM);
- Member of ResearchGate Community;
- Member of Convocation, University of London;
- Professor HRODC Postgraduate Training Institute.

Prof. Crawford was an Academic at:

- University of London (UK);

- London South Bank University (UK);
- University of Greenwich (UK); and
- University of Wolverhampton (UK).

For Whom This Course is Designed

This Course is Designed For:

The group of people who will benefit from this course is, inclusive of, but not limited to the following:

- Contract Analysts;
- Contract Engineers Representing International Petroleum Companies;
- Contract Managers;
- Contractors and Sub-Contractors to the Petroleum Industry;
- Geologists, Chemical Engineers and Other Engineers;
- In-House Lawyers;
- Joint Operating Advisors;
- Joint Operating Partners;
- Joint Operators;
- Landsmen;
- Lawyers, Bankers, Accountants, Financial Analysts;
- Legal Counsels;
- Legal Personnel in Upstream Oil and Gas Sector;
- Personnel Involved Directly or Indirectly with Oil, Gas and LPG Exploration, Refining, Trading and Marketing Operations.
- Petroleum - Oil and Gas - Vice-Presidents of Finance;
- Petroleum - Oil and Gas - Accountants;
- Petroleum - Oil and Gas - Angels;
- Petroleum - Oil and Gas - Asset Accountants;
- Petroleum - Oil and Gas - Bankers;
- Petroleum - Oil and Gas - Chief Accountants;
- Petroleum - Oil and Gas - Chief Executive Officers;
- Petroleum - Oil and Gas - Chief Executives;
- Petroleum - Oil and Gas - Chief Financial Officers;
- Petroleum - Oil and Gas - Company Owners;

- Petroleum - Oil and Gas - Controllers;
- Petroleum - Oil and Gas - Corporate Planning Directors;
- Petroleum - Oil and Gas - Corporate Strategic Planners;
- Petroleum - Oil and Gas - Directors of Mergers and Acquisitions;
- Petroleum - Oil and Gas - Dragons;
- Petroleum - Oil and Gas - Drilling & Refinery Engineers;
- Petroleum - Oil and Gas - Engineers and Geologist;
- Petroleum - Oil and Gas - Finance Directors and Managers;
- Petroleum - Oil and Gas - Finance Managers;
- Petroleum - Oil and Gas - Financial Analysts;
- Petroleum - Oil and Gas - Financial Controllers;
- Petroleum - Oil and Gas - Financial Planners and Analysts;
- Petroleum - Oil and Gas - Fund managers;
- Petroleum - Oil and Gas - Government Ministers,
- Petroleum - Oil and Gas - Government Regulators;
- Petroleum - Oil and Gas - Internal and External Auditors;
- Petroleum - Oil and Gas - Joint Venture Accountants;
- Petroleum - Oil and Gas - Joint Venture Operators;
- Petroleum - Oil and Gas - Land Office Workers;
- Petroleum - Oil and Gas - Land Registrars;
- Petroleum - Oil and Gas - Management Accountants;
- Petroleum - Oil and Gas - Managing Directors;
- Petroleum - Oil and Gas - Marketing & Sales Directors & Managers;
- Petroleum - Oil and Gas – Officers Concerned with Surface Rights, Fee Interest, Lease, Royalties, and the Exploration, Drilling, Testing and the Production of Oil and Gas;
- Petroleum - Oil and Gas – Presidents;
- Petroleum - Oil and Gas - Private Equity Executives;
- Petroleum - Oil and Gas - Public Accountants;
- Petroleum - Oil and Gas - Treasurers;
- Petroleum - Oil and Gas - Treasury Officers;
- Petroleum - Oil and Gas - Upstream Oil and Gas External Auditors;
- Petroleum - Oil and Gas - Venture Capitalists;
- Petroleum Negotiators, Engineers, Planners, Economists;
- Procurement Managers;

- Senior Management, Etc.;
- Others interested in the operation of the Oil and Gas Industry, its Others interested in the regulation exploration, production, and accounting systems of Petroleum - Oil and Gas Companies.

Duration: 2 Months (40 Days)

Cost: £40,000.00 Per Delegate

Please Note:

- V.A.T. (Government Tax) does not apply to Corporate Sponsored Individuals, taking Programmes or Courses in any location - within or outside the UK.
- It applies only to Individuals and Corporations based in the UK and to Non-UK Individual Residents taking courses in the UK.

Cost includes:

- Free Continuous snacks throughout the Event Days;
- Free Hot Lunch on Event Days;
- Free City Tour;
- Free Stationery;
- Free On-site Internet Access;
- Diploma – Postgraduate –in **International Oil and Gas Exploration and Production Contracts (8-Credit)**; or
- Certificate of Attendance and Participation – if unsuccessful on resit.

HRODC Postgraduate Training Institute's Complimentary Products include:

1. HRODC Postgraduate Training Institute's **Leather Conference Folder**;
2. HRODC Postgraduate Training Institute's **Leather Conference Ring Binder/ Writing Pad**;
3. HRODC Postgraduate Training Institute's **Key Ring/ Chain**;
4. HRODC Postgraduate Training Institute's **Leather Conference (Computer – Phone) Bag** – Black or Brown;
5. HRODC Postgraduate Training Institute's **8GB USB Flash Memory Drive**, with Course Material;
6. HRODC Postgraduate Training Institute's **Metal Pen**;
7. HRODC Postgraduate Training Institute's **Polo Shirt**.

****Please see product images, as a separate file - Complimentary Products For Students and Delegates, from HRODC Postgraduate Training Institute.****

Daily Schedule: 9:30 to 4:30 pm.

Location: Central London and International Locations

Course Objectives

By the conclusion of the specified learning and development activities, delegates will be able to:

Accurately account for 'Disposition' of capitalized costs, in reference to the impairment of unproved properties;

Address problems and issues associated with upstream oil and gas operation;

Address the geological issues relating to the origin, exploration and production of oil and gas;

Address, effectively, how the 'Stabilization Clause', as it pertains to Oil Companies, as 'Inward Investors', is generally addressed;

Address, with explicit examples, the issue of Mature Field Valuation;

Analyse some LNG case study;

Analyse the current status of oil and gas industry in the global economy in the following aspects:

Analyse the domestic politics of oil and gas;

Analyse the performance and the strategies employed by oil and gas companies to gain competitive advantage;

Appropriately address Disposition of capitalized costs from the surrender or abandonment of property;

Appropriately apportion costs to non-drilling and drilling operations, respectively;

Ascertain how petroleum products are sold and marketed through the different channels;

Ascertain the determinants for the retail price of motor fuels;

Be familiar with the concept of Gas to Liquids (GTL);

Be knowledgeable about the demand, supply and transportation costs of crude oil;

Benchmark strategies of crude oil producer companies;

Convince others of their heightened understanding of the gathering systems, construction and operation of pipelines;

Define the reproduction costs and production cost as used in the upstream oil and gas company;

Delineate the factors that are associated with 'Resource Curse', how it pertains to the Oil and Gas Industry and the measures that should be implemented to avert that situation;

Demonstrate their knowledge of the origin of the petroleum at particular retail stations;

Course Contents, Concepts and Issues

Module 1

International Petroleum – Oil and Gas – Investment: Joint Ventures, Mergers, Acquisitions, Strategic and Financial Management (Quad Credit)

M1. Part 1 – The Oil and Gas Industry

Oil and Gas Industry: An Overview

Understanding Oil and Gas Reserves

Analysing Oil and Gas in the Global Economy

Tracking the Oil and Gas Industry Value Chain:

M1. Part 2 – Concepts of Nationalism, National Oil Companies and the Curse of Oil

The Role and Value of Oil and Gas:

Government and Corporate Interest:

Evolution of the National Oil Companies (NOCs):

M1. Part 3 – Developing Oil and Gas Projects

Development Project Opportunities:

Joint Development;

Project Financial Analysis:

Steps in Project Execution;

M1. Part 4 – Importance of Cost Management in the Production of Oil and Gas

Defining Costs in the Upstream:
Performance and Competitive Advantage;
Oil Economics:

M1. Part 5 – Creating Fiscal Regimes

Development Agreements:
Petroleum Fiscal Regimes:
Added Contractual Features:

M1. Part 6 – Financing and Financial Performance in the Oil and Gas Industry

Business Financing:
Capital Sourcing For the Oil and Gas Industry:
E&P Firms and Downstream Oil and Gas;

M1. Part 7 – Natural Gas

Chemistry and Form of Natural Gas:
Natural Gas Reserves, Fields and Production:
Natural Gas Use and Markets:

M1. Part 8 – Liquefied Natural Gas (LNG)

The Integrated LNG Project:
LNG Markets and Pricing:
LNG Case Study;

M1. Part 9 – Analysing the Market for the Crude Oil

The Basics of Crude Oil:

Crude Oil Price:

Crude Oil Prices and Transactions:

M1. Part 10 – Transportation in the Oil and Gas Industry

Fundamentals of Transportation:

Pipelines:

Oil Tankers:

M1. Part 11 – The Petroleum Refinery Process

Global Refining;

The Refining Process:

The Refinery Product Mix:

M1. Part 12 – Undertaking the Sales and Marketing of Petroleum Products

Motor Fuel:

Aviation Fuel;

Lubricants;

Fuel Oils for Heating and Power Generation;

M1. Part 13 – Petrochemicals

Chemical Industry Overview;

Petrochemical Production;

Commodity and Specialty Chemicals;

M1. Part 14 – The Future of the Global Oil and Gas Industry

The Products:

The Markets:

Module 2

International Petroleum – Oil and Gas – Exploration and Operating Contracts: Drilling and Government Contracts; Joint Venture, Services and Joint Operating Agreements

M2. Part 1 - Upstream, Midstream and Downstream Oil and Gas Operations

Upstream Oil and Gas Sector

The Midstream Oil and Gas Sector

The Downstream Oil and Gas Sector

M2. Part 2 - Petroleum Fiscal Regime: Governing the Economic Benefits from Petroleum Exploration and Production

Defining Petroleum Fiscal Regime

Evolution of Petroleum Fiscal Regime

Petroleum Licensing Systems

M2. Part 3 - Contracts and the Operator

Defining Joint Operations;

Pooling;

Unitisation;

Defining Joint Operating Agreement;

M2. Part 4 - Joint Venture and Service Agreements

Commercial Agreements between Joint Venture Partners

Joint Ventures and Third Party Contractors

Agreements for Services

M2. Part 5–Oil and Gas Drilling Contracts, and Transactions

Drilling Contracts: An Overview;

Offshore Drilling Contracts;

On-Shore Drilling Contracts;

Pre-Emption Clauses

Module 3
**International Petroleum – Oil and Gas – Production Contracts: Drafting,
Negotiating and Interpreting Construction, Production, Operating,
Platform and Ancillary Services Contracts**

M3. Part 1 - Oil and Gas Contracts: Production and Services Contracts

Government Agreements
Joint Operating Agreements (JOAs)
Production Platform and FPSO (Floating Production Storage and Offloading)
Construction Agreements

M3. Part 2 - Contracts with other Joint Ventures for Services

Indicative Tariff and Service Request Agreements
Oil and Gas Processing Agreements
Oil Transportation Agreements

M3. Part 3 - Petroleum Sales Contracts and Transactions

Oil Sales Contracts
Gas Sales Contracts
LNG and LPG Sales Contracts

Module 4
**Integration in International Petroleum – Oil and Gas – Exploration and
Production (E & P) Companies: Mergers, Acquisitions and Joint
Ventures**

M4. Part 1: Upstream Oil and Gas Operations (1)

Introducing the Oil and Gas Industry;
Brief History of the U.S. Oil and Gas Industry;
Origin of Petroleum;

M4. Part 2: Upstream Oil and Gas Operations (2)

Oil, Gas and Mineral Lease Provisions:
Addressing Problems and Issues Associated with Upstream Oil and Gas Operation.

M4. Part 3: Aspects of Drilling Operations

Oil and Gas Drilling Operations;
BOP (Blowout Preventer);

M4. Part 4: Company Growth and Equity Value of Exploration and Production (E & P) International Petroleum – Oil and Gas - Companies

Internal Growth: Advantages and Problematic Issues;
External Growth as Integration, and its Synergistic Values;
Types of Integration in Petroleum - Oil and Gas - Exploration and Production
Companies:

M4. Part 5: Authorisation for Expenditure (AFE) in Joint Venture Petroleum - Oil and Gas - Exploration and Production Companies (1)

Contextualising Authorisation for Expenditure (AFE)

- Authorisation for Expenditure (AFE) as Documentation for Joint Operators Approval for Expenditure;

Authorisation for Expenditure (AFE) As a Process

- Authorisation for Expenditure (AFE) Process in Joint Operation Agreement;

M4. Part 6: Authorisation for Expenditure (AFE) in Joint Venture Petroleum - Oil and Gas - Exploration and Production Companies (2)

Authorisation for Expenditure (AFE) for Exploration and Acquisition

Authorisation for Expenditure (AFE) For Lease Contract;
Authorisation for Expenditure (AFE) For Exploration;

Authorisation for Expenditure (AFE) for Drilling Contract

AFE in Domestic Drilling Operations;
AFE in International Drilling Operations;

Module 5
Oil and Gas Prices and Forward Contracts: Understanding Petroleum –
Oil and Gas – Market Rates, Hedging and Risks

M5. Part 1 - The Market Events from 2008 to 2011

- World Energy Policy;

M5. Part 2 - Evolution of the Price of Crude Oil from the 1960s up to 1999

- The Oil Monopoly and the Two Crises in the 1970s;

M5. Part 3 - Changes in the Market for Automotive Fuels

- Evolution of Environmental Demand;

M5. Part 4 - The World Oil Flow, Brent Market and the Primary Uses of Forward and Futures Markets

- Transformations in the Downstream;

Service Contract, incorporating Terms and Conditions

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The submission of our application form or otherwise registration by of the submission of a course booking form or e-mail booking request is an attestation of the candidate's subscription to our Policy Terms and Conditions, which are legally binding.

Prof. Dr. R. B. Crawford - Director HRODC Postgraduate Training Institute