

# Training Course Brochure



# Building commercial capacity. Accelerating careers.

We know the business of oil and gas. More than that, we understand what it takes to deliver training that makes a positive impact.

MDT International delivers commercial training courses in most major established and emerging oil and gas hubs, building international industry capacity and delivering measurable success for participants and employers.

Whether taking part in an open course, or benefitting from the customised experience of our in-house training, what participants learn is relevant to their industry, their region and their organisation.



## Our clients

Since our inception in 1992, we have delivered training for hundreds of clients, ranging from multi-national operators and service companies to energy ministries, regulatory authorities and other government agencies, in over 70 countries.

## Course benefits

Success in the international oil and gas industry depends on constant differentiation, evolution and innovation, as well as an ongoing drive to improve efficiency. We have a great track record of stimulating this kind of change, delivering results and developing long term relationships with our clients.

Our creative, interactive and relevant in-house and open courses build commercial capacity, increase specialist knowledge and accelerate careers: motivating and supporting individuals to adopt a strategic approach that positively affects business performance and profit.

## Our courses

Annually, we deliver nearly 200 open and in-house sessions; each is devised and adapted in response to market demand and industry developments, taking account of regional trends.

Open courses cover four categories:

- Introductory programmes
- Finance, accounting and audit
- Economics, risk and project management
- Contracts, purchasing and negotiation

If you need something else specifically designed for your organisation, we will devise an in-house programme to deliver the right result.



“

The trainer has a wealth of knowledge from within the oil and gas industry, this was shared in a very clear and interesting way.”

Angee, Faroe Petroleum

## Meet the trainers

We are commercial training specialists and our trainers are authoritative, focused and inspirational educators.

Each has decades of in-depth oil and gas experience and many years of running training courses around the world, developing capability and accelerating careers. So, regardless of the subject matter, the required delivery pace, or where the conversation in the training room goes, we will deliver the outcomes you need.

“

*Equipping the best and brightest minds with the right skills and knowledge is crucial to success in our increasingly competitive and complex industry. Playing a part in that is both immensely satisfying and incredibly motivating.”*

Drew Leitch, MDT International



Drew Leitch



Nick Sands



Robert Hockley



Keith Brown



Paul Keighley



Mike Milne



Peter Sheal



Matilde Giulianelli



Andy Scott



To find out more about our trainers please visit:  
[www.mdtinternational.com](http://www.mdtinternational.com)

# Training Delivery Methodology

Our creative, interactive and relevant sessions ensure participants are actively engaged from the outset, ready to apply what they have learnt as soon as they are back at their desks.

We work closely with our clients and participants to ensure the style of delivery for each course compliments the wide variety of individual and professional experience as well as the cultural diversity of our clients around the world.

Each training programme uses a combination of instruction, worked examples, multimedia, case studies and group discussion which embeds the practical application of our course principles in relation to the upstream E&P sector.

Each participant will be encouraged to challenge existing methodology as a starting point to positively affect processes and procedures in their own

workplace. This in turn adds value by providing the platform for participants to engage with their peers providing informed opinion and valuable input to future commercial decisions.

Our more advanced training programmes use further, highly interactive workshops in which participants work in small teams to explore and analyse wide-ranging financial scenarios based on the realistic, computer-based simulation of various international exploration and production activities. This hands-on scenario-based approach enables brainstorming, creative thinking and deep embedded learning to take place.



## Introductory courses

### Introduction to the oil and gas industry

This course will give participants a greater understanding of each key phase of the exploration and production industry.

It offers oil and gas professionals the opportunity to gain technical and commercial understanding of the industry fundamentals.



**Length of course:**  
2 days



**Course locations:**  
Worldwide



**Book this course online:**  
[mdtinternational.com](http://mdtinternational.com)



14 hours CPD  
accreditation

#### What you will learn

This course increases your knowledge and understanding of the following areas:

- The scientific origins of oil and gas
- The commercial issues underpinning hydrocarbon exploration and development
- The role of government and its agencies
- Oil and gas terminology
- The technical process of exploration
- The technical process of drilling
- The technical process of production
- The challenges of decommissioning

#### Who should attend?

- Participants who are new to the industry and require an understanding of the basics of upstream oil and gas
- Non-technical personnel working in the industry
- Industry stakeholders such as HR, finance, IT, contracts, law and administration. Those who are ready to have more meaningful and knowledgeable discussions with colleagues and clients within the oil and gas industry



*Excellent course, very interesting. I enjoyed learning about specific current examples. The trainer was very engaging and the videos were good."*

Jenny, EnQuest Plc



## Introductory courses

### Mastering finance for non-financial oil and gas personnel

This course will give non-financial oil and gas professionals an understanding of basic principles, theory and practice of financial reporting and analysis as they apply to the oil and gas industry.

On completion you will feel much more confident in your understanding of financial and accounting matters and will be ready to make a more positive contribution to related business discussions.

#### What you will learn

This course increases your knowledge and understanding of the following areas:

- Sources and uses of financial information
- Oil and gas industry accounting policies
- Elements of financial management specific to the oil and gas industry
- A conceptual understanding of key E&P accounting topics including depreciation, reserves, decommissioning, and asset impairment tests

#### Who should attend?

- Managers and supervisors who want to improve their understanding of financial reports
- All personnel with budget responsibilities
- Specialists in all disciplines who have to interpret and work with financial information
- Advisers who make recommendations based on financial data



**Length of course:**  
2 days



**Course locations:**  
Worldwide



**Book this course online:**  
mdtinternational.com



14 hours CPD  
accreditation



*Great course – a must attend for all non-financial personnel to be able to excel.”*

Fidelis, Ophir Energy



## Finance, Accounting & Audit courses

### Exploration and production accounting level 1

This course will give each participant a comprehensive overview of international accounting and finance practices in the E&P industry.

On completion, you will be able to understand oil and gas financial policy, joint venture and cost-control topic areas.

#### What you will learn

- An overview of accounting policies and practices in the oil and gas industry
- An introduction to cost control and the management of project, drilling and operating costs
- Understanding the accounting and financial management implications of exploring for and producing oil and gas
- The background to financial issues like joint ventures that are unique to the E&P industry, and their accounting treatment

#### Who should attend?

Finance staff new to the industry who require a grounding in the various specialist discipline areas that typically comprise an oil and gas company finance function

- Finance personnel who are being developed for broader accounting and financial management responsibilities
- Audit and information systems staff who have frequent dealings with financial controls and systems
- Treasury and tax specialists who require a better understanding of E&P finance and accounting



**Length of course:**  
3 days



**Course locations:**  
Worldwide



**Book this course online:**  
mdtinternational.com



21 hours CPD  
accreditation



*“Highly impressed with the course content and the regular exercises completed throughout. Examples provided were also very interesting.”*

Kerry, Taqa Bratani Ltd



“

This is an exceptional program, very incisive and practically oriented. My knowledge in contracts strategy has increased greatly and looking forward to taking back to my place of work.”

Solomon, Ministry of Energy and Petroleum, Ghana



## Contracts, Purchasing & Negotiation Courses

### Contracts strategy & management

This course will give each participant a greater understanding of the latest thinking in upstream petroleum industry procurement.

On completion, this practical course shows you how to adopt a best-practice model, making valuable quantifiable contributions to your company's performance.



**Length of course:**  
5 days



**Course locations:**  
Worldwide



**Book this course online:**  
[mdtinternational.com](http://mdtinternational.com)



35 hours CPD  
accreditation

#### What you will learn

- How to develop and implement a highly effective procurement strategy and plan for your organisation to reduce the overall cost of purchasing
- How to manage your supply chain in order to deliver maximum value at minimum cost
- How to develop and implement a best-practice process for the management of contracts and the supply chain
- How to adopt innovative ways to select contractors and prepare tender documents
- How to choose the type of contract and compensation terms that best achieves the contract's objectives
- How to prepare tender evaluation criteria and evaluate a tender submission

#### Who should attend?

- Personnel at all levels and in all disciplines who have responsibility for, and involvement in, the entire procurement process
- Line operational managers and specialists (the “end users”)
- Contracts managers and contracts specialists

“

*This course was conducted in a very comprehensive and interactive manner by the trainer. I liked it a lot and will seek an opportunity to attend some other MDT courses next year.”*

Dinara, North Caspian  
Operating Company



### International oil & gas exploitation contracts

The course will give each participant an introduction to managing oil and gas exploration, development and production contracts: actively encouraging you to apply what you've learnt at work.

On completion, you will be able to structure agreements, identify and manage risks and opportunities in contract forms to meet your company's needs: adding value and delivering commercial success.



**Length of course:**  
5 days



**Course locations:**  
Worldwide



**Book this course online:**  
mdtinternational.com



35 hours CPD  
accreditation

#### What you will learn

- The structure and benefits of different types of international contracts for petroleum exploration, development and production
- How to structure the agreement(s) to meet your company's needs
- The different needs and expectations of national and international oil and gas companies
- An understanding of non-financial elements and their impact on economics and profitability
- How to identify and manage appropriately the risks and opportunities in the contract terms
- How to differentiate between oil and gas exploitation and marketing issues involved in gas contracts
- How to model the changing parameters in a typical PSC

#### Who should attend?

This course is aimed at professional oil and gas company personnel at all levels and disciplines including those involved in:

- Business Development
- Contract Negotiations
- Business Analysis
- Strategic Planning
- Joint Venture Representatives



*Good recap of concepts and good discussions. Experienced and well-rounded trainer. The materials suited the objective of the course."*

Venkatesh, Al Hosn Gas



### Negotiation skills for the oil & gas industry

This highly interactive course will give participants a structured approach to effective negotiating and introduces Breakthrough Negotiation Strategy to achieve results in difficult and complex negotiations.

On completion, you will be able to recognise the vital steps in a negotiated settlement, resolve impasse and negotiate in teams, making valuable quantifiable contributions to your company's performance.



**Length of course:**  
5 days



**Course locations:**  
Worldwide



**Book this course online:**  
mdtinternational.com



35 hours CPD  
accreditation

#### What you will learn

- How to plan and prepare for negotiations
- How to recognise the vital steps in a negotiated settlement, and to exhaust one step before proceeding to the next
- How to improve your communication skills to achieve better results
- How to resolve impasse and handle difficult negotiations
- How to negotiate in teams
- How to respect cultural differences in international negotiations

#### Who should attend?

- Personnel with limited negotiating experience who want to improve their abilities and confidence in this core business activity.
- A variety of professionals working in the oil and gas industry, dealing with either commercial or inter-personal negotiations.



*The opportunity to test the various negotiation techniques through role play was very effective."*

Nana, Ghana National  
Petroleum Corporation