

Exercise Caution in the Development of Petroleum Businesses

Evaluation and Administration of Possible Partners and Investors

Introduction

The careful examination and assessment of possible partners and investors is one of the most crucial aspects of this industry, and it is covered in this training course on due diligence in petroleum business development. The structure, scope, competitive landscape, and strategic potential of the business are all growing more complex. As a result, a company's interactions with possible partners and investors today call for a different and far higher level of discipline and diligence than in the past. This elite five-day training programme will focus on applying cutting-edge due diligence tools and approaches to cultivate productive connections with potential partners and investors, two strategically important stakeholder groups.

Due diligence entails a variety of activities. It is predicated on an awareness of the requirements and goals of potential partners and investors, as well as their selection standards and alignment with the strategic and operational goals of our own business. Ultimately, it necessitates a strictly regulated procedure that enables the successful recruitment and integration of new partners and investors in order to maintain ongoing progress towards our profitable business expansion.

The following subjects will be covered in-depth in this Course N Carry Exercise Caution in the Development of Petroleum Businesses training course:

- The shifting dynamics and composition of the world's petrochemical, gas, and oil industries
- Due diligence in evaluating possible partners and investors on a non-financial and financial level
- The unique difficulties in overseeing partnerships and joint ventures
- In partnerships, risk analysis and risk management
- The best way to handle interactions with investors and partners

Objectives

Upon completion of this training programme, attendees will get the ability to:

- Determine the qualities that potential partners and investors must possess.
- Analyse possible partners and investors' historical performance and future prospects.

- Choose new partners and investors, then get to know them.
- Recognise and address the difficulties in acclimating new partners and investors.
- Calculate how adding the new linkages will affect strategy.

Training Methodology

The course leader uses a balanced set of cutting-edge tuition methods to carefully plan and combine highly concentrated inputs that form the basis of the training process. The focus will be on learning via the analysis of significant choices where the successful application of best practice due diligence concepts has been demonstrated. Above all, the leader will use personal experiences from her own life to demonstrate the concepts and methods covered in this course. It will be encouraged for delegates to bring up topics for candid conversation and original thought.

Organizational impacts

The following are the benefits the company will receive by sending delegates to this training course:

- A strategy to evaluating development opportunities that is more professional
- Applying due diligence to every decision-making process
- Greater trust from upper management in staff decisions an innovative and adaptable approach to investor relations
- Increased emphasis on the possibilities of alliances, joint ventures, and partnerships
- Managers that see partner and investor interactions from a more global viewpoint

Personal Impact

Participants in this training programme will gain the following competences and skills:

- Expanding the limits of personal and group capabilities
- Increased originality in the company's development
- Thorough knowledge of the instruments and methods used in due diligence
- Increased self-assurance in overseeing collaborative partnerships
- Using cooperative strategies to maintain profitable growth
- Introducing to all team members the best practices for due diligence

Who should attend?

A wide spectrum of seasoned professionals are intended to find value in this Exercise Caution in the Development of Petroleum Businesses training course. Employees in the following categories would gain a great deal from attending this event:

- Officers of Corporate Finance;
- Data Managers and Analysts
- Investment analysts and strategic planners
- Management accountants and internal auditors
- Managers of the Supply Chain and Operations
- Experts in Mergers and Acquisitions
- Experts in Partnerships & Joint Ventures
- Experts in Private Equity
- Managers of Assets and Facilities
- Managers of Human Resources
- Others whose career prospects might be improved by knowing about the most recent best practices in strategic appraisal and investor/partner analysis

Course Outline

Day 1

The Foundations of Due Diligence in the Gas and Oil Industry

- The meaning of "due diligence" in various situations
- The evolving dynamics of the world's oil and gas industry
- The strategic implications of business planning's due diligence
- To what extent is the market segment under consideration appealing to us?
- To what extent do we perform well in this market segment?
- What is the likelihood of profitable, long-term growth?
- Due diligence during contract discussions and formation

Day 2

Using Caution in Partner and Investor Evaluation

- An exacting procedure to find investors and partners
- Agreements between co-ventures (JOA) and due diligence
- Production sharing agreements (PSAs) and due diligence
- Elucidating the objectives and specifications of partners and investors
- Analysing prospective investors' and partners' financial stability
- Recommendations for choosing partners and investors
- Establishing a successful "tissue match" with investors and partners
- Maintaining long-term, productive relationships

Day 3

Using Caution in Risk Assessment and Risk Control

- Identifying the different risk types in this organisation
- Risk analysis tools and methodologies, both quantitative and qualitative
- Sophisticated approach to risk management: a methodical procedure
- The newly developed idea of "risk engineering"
- Global norms and specifications for corporate governance

Day 4

Using Caution When Managing Collaborations

- The managerial distinctions between joint ventures and strategic alliances
- The business case approval process
- Negotiating a joint venture's or alliance's conditions
- Selecting the best structure for a partnership
- The partnership's life cycle and the difficulty of rejuvenation

Day 5

Using Due Diligence in Dispute Resolution and Strategic Planning

- The value of conflict resolution in the oil and gas industry
- Using ADR effectively as part of a due diligence plan to avoid expensive lawsuits
- Vehicles for resolving disputes: expert determination, mediation, and arbitration
- What is a strategy, and what makes it crucial?
- A framework for strategic planning example
- Handling variation and divergence in management and control
- Coordinating both long- and short-term initiatives and programmes
- Taking care to match strategy and operations
- Talking, interacting, and deciding on the company's priorities
- Assigns individual action plans for follow-up.