

Management of Local Content in the Oil and Gas Sector

Create Local Jobs and Maintain Effective Local Content Strategy Plans

Introduction

The utilization of local labour and manufacture, the transfer of oil and gas technologies, and the development of local skills are all examples of local content. The business benefits of developing the key elements of a local content strategy—building local workforce and supplier capacity, integrating local content with business plans, and successfully monitoring the programs—will be covered in this training course on local content management in the oil and gas industry. You will obtain useful knowledge on what is most effective for your area, regardless of whether you are currently creating your policy or wish to expand your local content models.

With regard to oil and gas projects, this training course will provide you with the knowledge and skills necessary to offer local content. It seeks to support you in developing the ability of local suppliers and labour forces, as well as in putting into practice and maintaining fruitful local content strategy plans. Additionally, the training will provide oil and gas companies with useful guidance on how to maximize the potential benefits of local content and will provide recommendations to all relevant parties on how to foster the creation of shared value through the development of local content.

This training session on Management of Local Content in the Oil and Gas Sector will focus on:

- Important elements of the local content requirements
- Investigating a variety of topics, such as local content performance management and skill development initiatives
- Determine and evaluate the effects of local content requirements on the way an oil field development project is carried out.
- Take part in the process of creating a local content management strategy.
- Negotiating the terms for local content that apply to a certain contractual situation

Objectives

Your capacity to recognize, evaluate, and oversee local content initiatives in the oil and gas industry will improve after completing this training program. It will improve your ability to grasp how local content requirements affect the way an oil field development

project is carried out, particularly with regard to hiring and managing staff.

Upon completion of this training course on local content management in the oil and gas industry, you will be able to:

Determine the important elements of the local content requirements that apply to a particular contractual setting, then evaluate how they will affect the way an oil field development project is carried out.

- Engage in the creation and implementation of a local content strategy as well as the management of local content; participate in the tendering, negotiating, and follow-up processes for procurement contracts; and consider the effects of local provisions on workforce management.
- Oversee local content laws and specifications in major oil and gas-producing countries worldwide.
- Recognize the most recent changes to the local content calculation process and how they affect your planning and initiatives.
- Take part in the process of creating a local content management strategy.
- Discover how to dramatically enhance the way you handle local content both inside and across your supplier base.

Training Methodology

Studying the experiences of others can help one learn from their mistakes and prevent failures. To increase your team's chances of success, we utilize real-world examples of excellent practices and well-recorded failures throughout this Course N Carry training session. Your team will be able to handle Management of Local Content in the Oil and Gas Sector inside your organization with the knowledge and assurance that comes from hands-on experiences, candid conversations, and engaging exercises.

Organizational impacts

A wide spectrum of professions can benefit immensely from this training course on local content management in the oil and gas industry, but in particular:

- Managers of Local Content
- Officers for Capacity Building
- Managers of Human Resources
- Managers of Operations and Logistics
- Managers of Procurement and Supply Chains
- Managers of Planning and Strategy
- Supervisors of Projects
- Government Representatives

- Contract and Legal Managers
- Managers of Business Development

Personal Impact

Your team members will acquire knowledge and get the chance to practice methods for:

- Weighing important local content components in relation to laws, business interests, industrial policy, and sustainable development
- Current status of local content laws in several countries, including China, Brazil, Nigeria, Kazakhstan, Indonesia, and Australia
- Developing contracting tactics that take into account local resources
- Local content evolution through simulated tenders
- The workings of regional content
- Evaluating and establishing metrics to track and report on the performance of local content

Who should attend?

This training program is intended for managers working in the oil and gas industry, including National Oil Companies (NOCs), ministries, regulatory bodies, and International Oil Companies (IOCs). These managers must deal with or operate within a local content context and contractual obligations.

Course Outline

Day 1

An Overview of Local Content in the Gas and Oil Sector

- The Oil and Gas Sector: Overview
- Describe Local Content.
- Recognizing the Background and Current Scope of the Main Issues in Local Content Laws and Regulation
- Organizational Views
- International Oil Companies' Role
- National Oil Companies' Function

Day 2

Local Content for Contracts and Procurements

- Recognizing the Fundamental Ideas Provisions of the Local Content Policy That Apply to the Oil and Gas Industry
- How to Get Instant Success in: Hiring and Developing Local Workers, Purchasing Goods and Services from Local Vendors, and Transferring Knowledge and Technology
- Enhancing and Expanding Human Potential
- Building Up the Oil and Gas Sector's Capacity
- Encouraging Community Involvement In The Supply Chain To Create A Globally Competitive Supplier Base
- Contract Strategy And Procurement

Day 3

Formulating a Localized Content Strategy

- How A National Content Plan Should Be Approached
- Implementation of Content
- Application, Evaluation, and Tracking of Local Content
- Group Discussion: Local Content Strategy From The Viewpoint Of The Company
- Social Responsibility of Companies (SSR)
- The Local Content Agenda, Objectives, Approaches, and Systems to Fulfill Local Content Needs, Track and Hit Your Goals Local Content Performance

Day 4

Local Content Management Plan (LCMP)

- Prospects Motivating Factors, Problems, Barriers to Nationalizing the Workforce of the Host Country, and Their Workable Solutions for Localizing the Workforce and Suppliers to Meet Local Content Requirements
- Optimizing the Financial Performance of Local Content Quick Win Projects
- Quick Wins in National Supplier and Workforce Training and Supplier Development
- Possibilities and Difficulties
- Controlling Expectations
- Important Elements for Creating and Putting into Practice a Local Content Strategy
- Creating an LCM (local content management plan)

- Important Factor and Related Risks
- Configuring and Overseeing an LCMP

Day 5

Drafting and Negotiating Local Content Requirements

- Drafting and negotiating contracts
- Methods for Measuring Local Content
- Other Tools for Local Content and the Balanced Scorecard
- Effects of Local Content Requirements on Procurement Contract Execution
- Impact of Contractual Strategy on Oil and Gas Contracts
- Procedure for Tendering
- Suggestion and Granting
- Control - Execution
- Local Content Requirements' Effect on Workforce Management
- Work, Education, and Training