



## Oil & Gas Courses

Oil and gas play an influential role in the global economy as the world's primary fuel sources; however, the industry is broad and complex. Our oil and gas courses are designed to help better understand the industry, covering the upstream (exploration and production), midstream, and downstream sectors of the industry to provide a good understanding whatever your current role.

- **An Introduction to Oil & Gas**
- **Business Development in Oil & Gas**

## Energy Transition Courses

The growing concern about climate change and the need to reduce greenhouse gas emissions have resulted in many countries setting ambitious targets for reducing their carbon emissions, causing a shift away from fossil fuels towards renewable energy sources. In addition, advances in technology are making renewable energy sources directly competitive with oil and gas.

Our energy transition courses are designed to give a greater understanding of what energy transition involves, and what a future decarbonised global energy system might look like.

- **An Introduction to Energy Transition**
- **Business Development in Energy Transition**

**\* All courses are in person training and are currently available in both London and Aberdeen for individuals. Company staff training, for groups over 8, can be arranged. Please email [EventsUK@the-eic.com](mailto:EventsUK@the-eic.com) with queries or for further information.**



## Course 1 – An Introduction to Oil and Gas

### How long is the training?

- This is a one-day programme

### Who is the course for?

- Support staff (finance / HR / IT etc)
- Staff new to the industry

### What is covered in this one-day course?

An Introduction to Oil and Gas		
	Morning	Afternoon
	<b>Technical Introduction.</b>	<b>Business Introduction</b>
<b>One Day Course</b>	This is designed to give all students a good understanding of the industry (Upstream / Midstream / Downstream)	Gives all students a sense of the scale and the significance of the largest single business in the world.

**Cost: £425+VAT per person (EIC Member) / £525+VAT per person (Non-Member)**

\* This cost includes all full course material, refreshments and lunch.



## Course 2 – Business Development in the Oil and Gas Industry

### How long is the training?

- This is a three-day programme

### Who is the course for?

- This course will benefit professional staff delivering solutions to the oil and gas industry and who are wanting to understand what happens outside their professional area.
- Business Development staff wanting to better understand what the buyer wants and their influences.

**Cost: £1275+VAT per person (EIC Member) / £1575+VAT per person (Non-Member)**

\* This cost includes all course material, refreshments, and lunch during the day.

**What will the course cover?**

<b>Business Development in the Oil and Gas Industry</b>		
	<b>Morning</b>	<b>Afternoon</b>
<b>Day One</b>	<p><b>Technical Introduction</b></p> <p>Designed to give all participants a good understanding of the industry (Upstream / Midstream / Downstream).</p>	<p><b>Business Introduction</b></p> <p>Designed to give all participants a sense of the scale and the significance of the largest single business in the world.</p>
<b>Day Two</b>	<p><b>Participants</b></p> <p>The roles of Governments / Oil and gas companies / Service companies / Contractors / Vendors / NGO's and lobbyists.</p>	<p><b>Commercial Relationships</b></p> <p>A review of the wide range of commercial relationships between oil companies and their service providers.</p>
<b>Day Three</b>	<p><b>Economics</b></p> <p>Understanding how projects are evaluated and introduces the range of special taxes applied to the oil and gas industry worldwide. There will also be an introduction to discounted cash flow economics, tax systems, and production sharing contracts.</p>	<p><b>Future Trends</b></p> <p>Looking at global energy supply and demand including future sources of oil and gas. There will also be information surrounding climate change and the Energy Transition.</p>
<p><b>Running through Day Two and Day Three 3 will be a case study drawing on a 'real world' project, and examining the supply chain opportunities (and potential frustrations and pitfalls)</b></p>		



# An Introduction to Energy Transition



Our energy transition courses are designed to give a greater understanding of what energy transition involves, and what a future decarbonised global energy system might look like.

## Course 3 – An Introduction to Energy Transition

### How long is the training?

- This is a one-day programme

### Who is the course for?

- Support staff (finance / HR / IT etc)
- Staff new to the industry

**Cost: £425+VAT per person (EIC Member) / £525+VAT per person (Non-Member)**

\* This cost includes all full course material, refreshments and lunch.

**What will the course cover?**

<b>An Introduction to Energy Transition</b>			
	<b>Morning</b>	<b>Late Morning</b>	<b>Afternoon</b>
<b>One Day Course</b>	<p><b>Global Energy Supply</b></p> <p>What we use today – a look at the current energy system; Total amount of energy consumed; How it is currently supplied (the scale of oil and gas, nuclear, hydro supply chain; Inherent energy storage in the supply chain; Variability (summer to winter)</p>	<p>The possibilities and the challenges associated in the transition; The need for pace – the climate imperative; The role of oil and gas; Scaling up renewables; Energy storage; Cost of decarbonisation; Relevance of the existing infrastructure (pipelines / electricity grids etc.)</p>	<p><b>What might a future energy supply system look like?</b></p> <p>The required scale of wind, solar, wave, geothermal; Requirement for energy storage – pumped storage / batteries; Role of hydrogen; Role of nuclear; Challenges of dealing with seasonal variability; Centralised large-scale vs decentralized small scale.</p>

# Business Development in Energy Transition



Our energy transition courses are designed to give a greater understanding of what energy transition involves, and what a future decarbonised global energy system might look like.

## Course 4 – Business Development in the Energy Transition

### How long is the training?

- This is a three-day programme

### Who is the course for?

- This training course is intended for managers, strategists, decision makers, investors, renewable developers and policy staff involved in the energy transition. It is suitable for those new to the energy market and other professionals who wish to benefit from a greater knowledge around the energy transition.
- Business Development staff wanting to better understand what the buyer wants and their influences.

**Cost: £1275+VAT per person (EIC Member) / £1575+VAT per person (Non-Member)**

\* This cost includes all course material, refreshments, and lunch during the day.

## What will the course cover?

<b>Business Development in the Energy Transition</b>			
	<b>Morning</b>	<b>Late Morning</b>	<b>Afternoon</b>
<b>Day One</b>	<p><b>Global Energy Supply</b></p> <p>What we use today - the current energy system; Total amount of energy consumed; How it is currently supplied (scale of oil and gas / nuclear / hydro supply chain); Inherent energy storage in the supply chain; Variability (summer to winter)</p>	<p>The possibilities and the challenges associated in the transition; The need for pace – the climate imperative; The role of oil and gas; Scaling up renewables; Energy storage; Cost of decarbonization; Relevance of the existing infrastructure (pipelines / electricity grids etc.)</p>	<p><b>What a future energy supply system might look like?</b></p> <p>Scale of wind / solar / wave / geothermal required; Requirement for energy storage – pumped storage / batteries; Role of hydrogen; Role of nuclear; Challenges of dealing with seasonal variability; Centralised large-scale vs decentralised small scale.</p>
<b>Day Two</b>	<p><b>Government Strategy</b></p> <p>International efforts - IPCC (Intergovernmental Panel on Climate Change); Economic impact / economic competitiveness; Political pressures (Greta Thunberg / Extinction Rebellion etc) - National efforts; Different countries / bloc's approach (e.g. UK / EU / US / Australia / China etc); Strategies and policies; Political pressures</p>		<p><b>Business Risk</b></p> <p>Discussion of the risks associated with the Energy Transition – Political; Economical/Business model risk; Sociological; Technology; Environmental; Legal risk.</p>
<b>Day Three</b>	<p><b>Commercial Models</b></p> <p>Subsidy mechanisms; Regulated asset base; Contract for Difference including worked examples with case studies.</p>		<p><b>Regulation and Sustainability</b></p> <p>Technical safety risks; Licensing, consents and planning arrangements; Environmental impacts; Sustainability; Government energy transition drivers</p>
<p><b>Running through Day 2 and Day 3 will be a case study drawing on a “real world” project and examining the supply chain opportunities (and potential frustrations and pitfalls)</b></p>			