CONCEPT

Oil and Gas Mini MBA Course: Strategy, Portfolio and Value Chain Management

27 December 2026 – 7 January 2027
Jeddah - Corniche four-star



Oil and Gas Mini MBA Course: Strategy, Portfolio and Value Chain Management

Ref: 1303_22328 **Date:** 27 December 2026 – 7 January 2027 **Location:** Jeddah - Corniche four-star **Fees:** 35100 SAR

Introduction:

Oil and Gas Mini MBA course on strategy, portfolio and value chain management is a 2-week course for managers, engineers moving into management and commercial and finance staff, ending with a strategy and portfolio review for a case integrated oil and gas company. Organisations lose value when managers approve investments, partnerships and reorganisations without a joined-up view of markets, competitive position, capital allocation and company accounts. Nominees already lead teams, assets or commercial functions, and the course uses case studies from operators, service companies and energy bodies. CoreConcept Training Center delivers this course on oil and gas business strategy.

Course Objectives:

- Map the oil and gas value chain and compare the business models of national oil companies, international oil companies, service companies and energy ministries
- Interpret crude and gas market balances, benchmark prices and quality differentials when assessing company plans
- Formulate competitive positioning and portfolio choices and rank capital projects by value, risk and strategic fit
- Assess fiscal terms, host-government expectations and partnering structures when shaping upstream, midstream and downstream investments
- Analyse company accounts, return on capital and value drivers, and test plans against price, political and transition scenarios
- Lead organisational performance and change initiatives that move a business unit toward an agreed strategy

Target Audience:

- Managers responsible for an asset, business unit or function within an oil and gas company
- Engineers and technical leads taking on management of budgets, teams and investment proposals
- Commercial and business development staff responsible for partnerships, contracts and new ventures
- Finance and planning staff responsible for capital budgets, performance reporting and corporate plans
- Energy ministry and regulatory agency staff responsible for resource policy and oversight of operators

Course Outline:

Day 1: Oil and Gas Industry Structure, Value Chain and Company Business Models

- Upstream, Midstream and Downstream Value Chain Profit Pool Map
- National Oil Company Mandates, Ownership and Policy Roles
- International Oil Company Shareholder Model and Integration Logic
- Oilfield Service Company Business Model and Contractor Margins
- Energy Ministry Roles in Resource Stewardship and Licensing Policy

Day 2: Oil and Gas Markets, Benchmark Prices and Price Formation

- Supply and Demand Balance Sheet for Crude and Products
- Brent, WTI and Other Benchmark Roles in Crude Pricing
- Quality Differentials for API Gravity, Sulphur and Freight
- Natural Gas and LNG Contract Pricing Hub and Indexation
- Price Cycle Analysis and Producer Breakeven Curve Interpretation

Day 3: Corporate Strategy and Competitive Positioning in Oil and Gas

- Industry Attractiveness Analysis for Upstream and Refining Segments
- Resource-Based View of Reserves, Technology and Operating Capability
- SWOT and Strategic Option Screening for an Oil Company
- Vertical Integration Versus Focused Player Strategy Trade-Offs
- Strategy Map Linking Corporate Goals to Asset Plans

Day 4: Portfolio Management, Capital Allocation and Upstream Investment Decisions

- Asset Portfolio Matrix by Value, Risk and Strategic Fit
- Capital Allocation Rules Across Growth, Sustaining and Return Projects
- Stage-Gate Investment Decision Process from Concept to Sanction
- NPV, IRR and Breakeven Price Reading for Managers
- Acquisition, Divestment and Farm-Out Options in Portfolio Shaping

Day 5: Fiscal Terms, Host-Government Relations and Week-One Case Study

- Concession, Production Sharing and Service Contract Models Compared
- Government Take Concept and Investor Attractiveness Trade-Offs
- Host-Government Negotiation Positions and Local Content Expectations
- Guided Case Reviewing an Upstream Company Strategy and Portfolio
- Week-One Case Debrief with Strategic Option Recommendation Memo

Day 6: Midstream, Downstream and Gas Value Chain Business Models

- Pipeline and Storage Tariff Model and Contracted Capacity
- LNG Liquefaction, Shipping and Regasification Chain Economics
- Refining Margin Drivers and Crack Spread Interpretation
- Petrochemical Integration and Retail Fuel Marketing Strategies
- Trading and Supply Optimisation Across an Integrated Value Chain

Day 7: Finance for Oil and Gas Managers, Company Accounts and Value Drivers

- Income Statement Reading for an Integrated Oil Company
- Balance Sheet Analysis of Debt and Capital Employed
- Cash Flow Statement and Free Cash Flow After Dividends
- Return on Average Capital Employed and Gearing Ratios
- Segment Reporting Analysis of Upstream and Downstream Earnings

Day 8: Commercial Partnering, Enterprise Risk and Scenario Planning

- Joint Venture Partnering Models and Operating Committee Governance
- Commercial Contract Strategy for Service and Supply Partners
- Enterprise Risk Register for Price, Political and Operational Exposure
- Scenario Planning with Drivers, Narratives and Signposts
- Hedging Policy Choices and Stress Testing of Company Plans

Day 9: Energy Transition Strategy, Organisational Performance and Leadership

- Low-Carbon Diversification Options in Gas, Hydrogen and Renewables
- Emissions Reduction Pathway and Carbon Pricing in Strategy
- Balanced Scorecard and KPI Cascade for Oil Companies
- Leadership Behaviours for Engineers Moving into Management
- Change Management Plan for Reorganisation and Portfolio Shifts

Day 10: Case Study Capstone and Integrated Oil Company Strategy Review

- Case Integrated Company Data Pack and Value Chain Diagnosis
- Portfolio Ranking and Capital Allocation Proposal for the Case
- Financial Health Check Using Case Company Accounts
- Scenario Stress Test and Transition Options for the Case
- Strategy and Portfolio Review Completion and Board Presentation

Skills You Will Gain:

- Oil and Gas Value Chain Analysis
- Benchmark Price Interpretation
- Competitive Positioning
- Portfolio Prioritisation
- Host-Government Relations
- Oil Company Financial Statement Analysis
- Scenario Planning
- Change Leadership

Why Attend This Course:

- Deliver a strategy and portfolio review for a case integrated oil and gas company to the executive committee or strategy unit for adaptation to the participant's own organisation
- Decide which assets to grow, hold or exit and how to rank competing capital requests using value, risk and strategic fit
- Avoid investments, partnerships and reorganisations that weaken return on capital or leave the business exposed to price and transition shocks
- Brief engineering, commercial and finance colleagues with a shared vocabulary for markets, accounts, portfolios and strategic choices

Conclusion:

Back at work, the participant gives the executive committee or strategy unit a strategy and portfolio review that can be tested against the organisation's own assets, accounts and market outlook. Planning and finance teams use it to frame the next capital allocation round, and business unit leaders use it to align asset plans, partnerships and transition initiatives with corporate goals. After its first use, the organisation should review which assumptions about prices, partners and scenarios held, which projects changed rank and which performance measures need tightening.

Frequently Asked Questions FAQ:

What should participants know before an oil and gas mini MBA course on strategy and portfolio management?

Participants should already manage a team, asset or commercial function, or be about to. Basic familiarity with how an oil or gas field produces and how a budget is approved is assumed; no prior business degree or financial modelling skill is required.

How does an oil and gas mini MBA differ from a petroleum economics or general business course?

It covers the whole oil and gas business at management level, from markets and value chain models to strategy, portfolio, accounts, partnering, risk, transition and leadership. Petroleum economics courses build detailed field models, while general business courses lack sector cases and terminology.

Why does an oil and gas mini MBA cover national and international oil company business models?

National oil companies balance commercial returns with state policy goals, while international oil companies answer mainly to shareholders. Managers who understand both models negotiate partnerships, fiscal terms and joint ventures more effectively and anticipate how each party will judge an investment.

What do participants take back from an oil and gas mini MBA course on strategy and value chain management?

Participants take back a strategy and portfolio review for a case integrated oil and gas company, covering value chain diagnosis, portfolio ranking, a financial health check, scenario stress tests and transition options, ready to adapt to their own organisation.