Learn the skills and techniques needed to advance your career as a leader in this dynamic, competitive global industry.

Analyze oil and gas management strategies of global organizations.

Gain access to Thunderbird’s unique insight and industry expertise.

Study the oil and gas business from the perspective of the entire value chain.

Discover the unique and critical business issues of today’s global energy marketplace.

Develop the professional capabilities and strategies to lead in the oil and gas industry.

Who Should Attend?

Industry professionals who seek a greater understanding of oil and gas business fundamentals

Technical professionals making the transition to oil and gas management, and new employees who would benefit from a well-rounded study of the oil and gas industry

Overview

In this era of increased industry consolidation and heightened competition, the dynamics of international business are in full force. Thunderbird’s Master Certificate in Global Oil & Gas Management is designed to provide you with a well-rounded, global understanding of the unique and ever-changing oil and gas industry.

This prestigious program focuses on the business of the Upstream, Midstream and Downstream segments of the industry. You will learn to analyze and understand global oil and gas strategies to position your organization as a leader in this dynamic and competitive global landscape. By earning this online certificate, you will gain a strong grasp of today’s global energy marketplace and how it directly impacts you as an integral part of the overall oil and gas value chain.

Whether your goal is a career change or career advancement, the foundation you build in this program will make you a more valuable asset to the firms that lead the world’s oil and gas industry.

Key Benefits

- Learn the skills and techniques needed to advance your career as a leader in this dynamic, competitive global industry.
- Analyze oil and gas management strategies of global organizations.
- Gain access to Thunderbird’s unique insight and industry expertise.
- Study the oil and gas business from the perspective of the entire value chain.
- Discover the unique and critical business issues of today’s global energy marketplace.
- Develop the professional capabilities and strategies to lead in the oil and gas industry.
This program offers advanced training for professionals dedicated to working in the global oil and gas industry. It provides the 21st-Century management expertise and entrepreneurial edge needed to thrive in rapidly developing global energy markets as the Fourth Industrial Revolution accelerates.

In completing this certificate program you will understand the broad strokes and fine lines of oil and gas business, as well as the services, transactions, and intricacies of the daily activities within the global oil and gas industry.

The Certificate in Global Oil & Gas Management is divided into five content categories:

- **GLOBAL OIL & GAS: VALUE CHAIN AND GEOPOLITICS OF OIL**
- **THE UPSTREAM: EXPLORATION, DEVELOPMENT, AND PRODUCTION**
- **THE MIDSTREAM: MARKETS AND TRANSPORTATION**
- **THE DOWNSTREAM: REFINING AND MARKETING**
- **THE FUTURE OIL & GAS INDUSTRY**

**Module 1: Overview of the Oil & Gas Industry**
Identify core characteristics of the industry as well as fundamental concepts and terminology associated with the business of Oil and Gas, including:
- Scope and reach of the oil and gas industry
- Supply and demand of oil and gas
- The oil and gas industry value chain

Whether your goal is a career change or career advancement, the foundation you build in this program will make you a more valuable asset to the firms that lead the world’s oil and gas industry.

**Module 2: Politics & Energy**
Analyze the relationship between state politics and the global oil and gas industry, including:
- Political realities concerning the oil and gas industry
- Stakeholders and their business goals
- National oil companies (NOC’s) and their relationship with integrated oil companies (IOC’s)
- An overview of the Organization of the Petroleum Exporting Countries (OPEC)

**Module 3: Access, Fiscal Regimes, & Exploration**
Examine the process of finding oil and gas, as well as securing the production rights, including:
- An overview of the lifecycle of an oil and gas project
- How fiscal regimes and leases support getting access
- The exploration activities necessary to find commercial quantities of oil and gas

**Module 4: Developing Oil & Gas Projects**
Identify development activities in the value chain’s upstream, including:
- The phases of oil and gas development
- Fundamentals of financial analysis
- The significance of the final investment decision
- Major risks associated with development

**Module 5: Production of Oil & Gas**
Identify production activities, including:
- Competitive advantage in the production phase
- Management issues in production
- Field investment and renewal
- Importance of operational safety

**Module 6: Natural Gas & LNG**
Identify the various forms, production, and uses of natural gas and its role as an energy source, including:
- The demand for natural gas in a variety of sectors
- Sources for natural gas that comprise the global supply
- Liquefied natural gas (LNG) and its global impact
- Transformative trends in the natural gas market

**Module 7: Financial Management**
Identify financial dimensions of the oil and gas industry, including:
- The financial management of companies operating in the industry
- The various sources of capital used in funding enterprises in oil and gas
- The financial performance measures used by the many different interest groups, and stakeholders active in the industry
Module 8: Market for Crude Oil
Correlate the evolution of crude oil prices and how markets, supply, and demand influence crude oil prices, including:
- Past and current crude oil pricing strategies
- Selling and buying oil in spot and futures markets
- The role of speculation
- Factors that influence supply and demand and the impact on price

Module 9: Transportation
Identify:
- The importance of logistics
- Technical dimensions of transportation associated with geography, safety, and security
- Political and economic dimensions including eminent domain, rights of way, and state profits
- Business dimensions including asset ownership, contracts, rate schedules, and financing

Module 10: Business of Refining
Identify:
- Refining products, processes, and complexity
- Global refining trends
- Refinery competitiveness, operational challenges, and profitability
- Comparison of integrated and independent refiners

Module 11: Marketing & Petrochemicals
Identify:
- The mix of refined product types produced by refineries
- How refined products are distributed
- Automotive fuel pricing and the impact of government taxation policies
- The impact of aviation fuel prices and airline industry challenges
- The impact of the petrochemical industry on everyday life
- Competitive characteristics of commodity and specialty chemicals
- Industry structure and globalization

Module 12: The Future of the Global Oil & Gas Industry
Identify variables that may influence growth and innovation in the oil and gas industry for the foreseeable future, including:
- Key factors that influence demand for and supply of oil and gas and the impact these could have on industry players
- Influence of industry institutions, such as governments, national oil companies, integrated oil companies, and OPEC
- Preferences and concerns of societies associated with the impact on the oil and gas industry
- Comparison of integrated and independent refiners

It’s hard to find an industry more global, and therefore more complex, and therefore more interesting, than oil and gas. It affects every country in the world, and that ties very nicely to who we are at Thunderbird.

~ Ed Barrett, Ph.D. Seward Chair in Global Strategy, Emeritus and Founder of Oil & Gas Executive Education at Thunderbird

Faculty
Thunderbird’s world-renowned faculty bring in-depth expertise in the oil and gas industry and its business challenges, including real-world experience working with and studying global enterprises in international markets. Thunderbird has specialized in and run this elite certificate program as well as consultative and custom programs in the oil and gas industry for more than 20 years.

Michael Moffet, PhD
Associate Professor
Andrew Inkpen, PhD
Professor

Location
Online

Dates
On Demand

Fees
$2,300/Master Certificate

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