Strategic Awareness and Business Acumen Training Course

OGT-1084 · 5 days · 30 CPD hours · English

OVERVIEW

The Strategic Awareness and Business Acumen Training Course is designed to strengthen the commercial judgement, strategic perspective and business leadership capabilities of professionals operating in the oil and gas industry. In an increasingly competitive energy market, organisations require leaders and managers who understand how operational decisions influence financial performance, commercial priorities, organisational objectives and long-term business sustainability. This course develops the strategic awareness and business acumen required to evaluate complex business environments, recognise commercial opportunities and make informed decisions that support corporate performance.

The oil and gas sector operates within a demanding commercial environment shaped by fluctuating energy prices, changing market conditions, capital-intensive projects, regulatory requirements, technological developments and evolving stakeholder expectations. Professionals responsible for managing operations, projects, assets, contracts and business functions must understand how these factors influence organisational strategy. Strong business acumen skills enable decision-makers to connect operational activities with financial outcomes, assess commercial risks and identify opportunities that contribute to business growth.

This corporate training programme focuses on developing a comprehensive understanding of strategic thinking, commercial awareness, business analysis and effective business decision-making. Participants examine how organisations establish strategic priorities, allocate resources, evaluate market developments and translate corporate objectives into measurable business results. The programme also addresses the relationship between operational efficiency, financial performance, competitive positioning and organisational effectiveness.

Strategic awareness is particularly important for professionals in the oil and gas industry because business decisions frequently involve substantial financial commitments, long investment cycles and complex operational dependencies. Understanding the wider commercial environment enables managers to assess the consequences of their decisions beyond immediate departmental responsibilities. It also strengthens their ability to anticipate industry developments, evaluate competing priorities and align their activities with corporate strategy.

The course examines practical approaches to interpreting financial and commercial information, assessing business performance, understanding organisational structures and evaluating strategic alternatives. Participants explore how market intelligence, financial indicators, operational performance measures and stakeholder requirements contribute to effective management decisions. Emphasis is placed on applying commercial judgement to real organisational challenges rather than approaching business strategy as a purely theoretical subject.

Delivered by Oil & Gas Training Institute, this professional development programme supports managers, executives, department heads and emerging leaders seeking to improve their ability to operate at a strategic level. It develops the capacity to understand the commercial implications of operational decisions, communicate effectively with senior

management and contribute to broader organisational priorities.

Through structured business scenarios, industry-focused discussions and practical management exercises, participants strengthen their ability to identify business challenges, assess opportunities and formulate commercially sound recommendations. The programme also encourages cross-functional thinking, helping professionals understand how finance, operations, procurement, supply chain, engineering, human resources and commercial departments contribute to overall organisational performance.

By the end of the programme, participants will have a stronger strategic perspective and a more commercially informed approach to management. They will be better positioned to connect business objectives with operational execution, recognise emerging opportunities, evaluate risks and contribute to sustainable organisational success in the oil and gas sector.

OBJECTIVES

- Develop a comprehensive understanding of strategic awareness and its importance in corporate management and organisational performance.
- Strengthen business acumen skills required to evaluate commercial opportunities, financial considerations and operational priorities.
- Improve strategic thinking capabilities to support long-term business planning and organisational development.
- Enhance commercial awareness of the oil and gas industry, including market conditions, competitive pressures and changing business requirements.
- Develop the ability to interpret financial statements, business performance indicators and commercial information for management decisions.
- Strengthen business decision-making through structured evaluation of risks, opportunities, costs and potential returns.
- Improve business analysis capabilities to identify organisational challenges, evaluate performance gaps and recommend appropriate solutions.
- Understand the relationship between operational performance, financial outcomes and corporate strategic objectives.
- Develop the ability to assess the commercial implications of projects, investments and resource allocation decisions.

- Improve the evaluation of external business factors, including economic developments, regulatory changes, technological advancements and industry competition.
- Strengthen cross-functional collaboration by understanding the commercial responsibilities and contributions of different organisational departments.
- Enhance the ability to translate strategic objectives into operational priorities, performance measures and accountable management actions.
- Develop confidence in communicating business recommendations, presenting commercial insights and influencing management decisions.
- Encourage proactive leadership by identifying emerging business risks and opportunities before they affect organisational performance.
- Support sustainable business performance through improved strategic alignment, commercial judgement and resource utilisation.

TRAINING METHODOLOGY

- Interactive Professional Presentations: Structured presentations introduce strategic awareness, business acumen, commercial management and corporate decision-making principles relevant to the oil and gas sector.
- Industry-Based Case Studies: Participants review realistic business situations involving market developments, operational challenges, investment priorities and commercial performance.
- Strategic Decision-Making Exercises: Practical exercises strengthen the ability to assess business alternatives, evaluate risks and identify commercially appropriate decisions.
- Business Analysis Activities: Participants examine financial information, organisational performance indicators and operational data to develop meaningful business insights.
- Group Discussions and Knowledge Exchange: Facilitated discussions encourage participants to share professional experiences, examine management challenges and explore different business perspectives.
- Commercial Scenario Analysis: Industry-related scenarios demonstrate how changing market conditions, financial pressures and operational requirements influence corporate priorities.
- Problem-Solving Workshops: Participants work through business challenges to identify underlying issues, evaluate available options and formulate practical recommendations.

- Strategic Planning Exercises: Management activities focus on connecting corporate objectives with departmental priorities, resource allocation and measurable business outcomes.
- Role-Based Management Simulations: Simulated business situations strengthen commercial judgement, stakeholder communication and management decision-making.
- Performance Evaluation Exercises: Participants examine business performance measures and identify opportunities for improving organisational efficiency and commercial results.
- Facilitator-Led Experience Sharing: Industry-focused discussions provide opportunities to explore practical management approaches and strengthen understanding of corporate business requirements.

ORGANISATIONAL IMPACT

- Improved Strategic Alignment: Strengthens the connection between corporate objectives, departmental priorities and operational activities.
- Better Business Decision-Making: Encourages commercially informed decisions based on financial information, business analysis and strategic considerations.
- Enhanced Commercial Performance: Improves organisational understanding of revenue drivers, cost structures, investment priorities and profitability.
- More Effective Resource Allocation: Supports informed decisions regarding workforce, budgets, assets and operational resources.
- Stronger Risk Management: Develops the ability to recognise commercial uncertainties, evaluate business risks and identify appropriate responses.
- Improved Operational Efficiency: Encourages managers to assess performance gaps and identify opportunities to improve processes and resource utilisation.
- Increased Business Competitiveness: Strengthens awareness of market conditions, industry developments and emerging commercial opportunities.
- Better Cross-Functional Collaboration: Promotes cooperation between finance, operations, engineering, procurement, projects and commercial departments.
- Stronger Management Accountability: Encourages ownership of business outcomes and alignment with organisational performance expectations.

- More Effective Strategic Planning: Supports the development of business priorities based on market intelligence, organisational capabilities and commercial requirements.
- Sustainable Business Performance: Helps organisations balance immediate operational demands with long-term financial and strategic objectives.
- Improved Organizational Agility: Strengthens management responsiveness to changing market conditions, industry challenges and business opportunities.

PERSONAL IMPACT

- Improved strategic awareness and understanding of corporate business environments.
- Stronger business acumen skills for evaluating commercial opportunities and organisational challenges.
- Enhanced strategic thinking and critical analysis capabilities.
- Greater confidence in business decision-making and management recommendations.
- Improved commercial awareness of the oil and gas industry and its competitive environment.
- Better understanding of financial statements, business performance indicators and investment considerations.
- Stronger ability to assess operational costs, financial implications and commercial risks.
- Improved communication with senior management and cross-functional stakeholders.
- Greater capability to identify business improvement opportunities and strategic priorities.
- Enhanced professional credibility when contributing to corporate planning and management discussions.
- Improved ability to connect departmental responsibilities with wider organisational objectives.
- Stronger leadership judgement when managing complex business situations and competing priorities.

WHO SHOULD ATTEND

- Senior Managers and Executives responsible for corporate performance, strategic direction and business development.

- Department Heads seeking to improve their commercial understanding and align departmental activities with organisational objectives.
- Operations Managers responsible for connecting operational efficiency with financial and commercial performance.
- Business Development Managers involved in identifying growth opportunities, evaluating markets and developing commercial strategies.
- Commercial Managers responsible for contracts, business performance, commercial negotiations and revenue-related decisions.
- Finance Managers and Financial Analysts seeking to strengthen their understanding of operational strategy and commercial decision-making.
- Project Managers responsible for managing project investments, resources, budgets and business outcomes.
- Engineering Managers seeking to understand the commercial implications of technical decisions and operational investments.
- Procurement and Supply Chain Managers responsible for cost management, supplier performance and strategic sourcing decisions.
- Asset Managers involved in evaluating asset performance, investment priorities and long-term operational value.
- Strategy and Planning Professionals responsible for business analysis, corporate planning and strategic performance management.
- Risk Managers involved in identifying business exposures, evaluating commercial risks and supporting organisational resilience.
- Human Resources Managers and Business Partners seeking to understand the relationship between workforce decisions, organisational priorities and business performance.
- Management Consultants and Business Analysts supporting corporate transformation, performance improvement and strategic initiatives.
- Emerging Leaders and High-Potential Professionals preparing for senior management and wider business leadership responsibilities.

COURSE OUTLINE

Day 1

- Understanding Strategic Awareness in Corporate Management
- The Relationship Between Corporate Vision, Mission and Business Objectives
- Strategic Priorities and Organisational Direction in the Oil and Gas Industry
- Understanding the Internal and External Business Environment
- Evaluating Industry Developments and Competitive Market Conditions
- Economic Factors Influencing Oil and Gas Business Performance
- The Impact of Energy Market Volatility on Corporate Strategy
- Regulatory, Technological and Geopolitical Influences on Business Decisions
- Understanding Organisational Structures and Strategic Responsibilities
- Identifying Business Drivers, Constraints and Performance Expectations
- Aligning Departmental Objectives with Corporate Strategic Priorities
- Developing a Forward-Looking Perspective for Business Management

Day 2

- Understanding the Fundamentals of Business Acumen
- Developing Commercial Awareness for Corporate Decision-Makers
- Connecting Operational Activities with Business Performance
- Understanding Business Models and Revenue Generation
- Commercial Drivers of the Oil and Gas Value Chain
- Understanding Cost Structures, Operating Expenditure and Capital Expenditure
- Interpreting Financial Statements and Management Reports

- Understanding Profitability, Cash Flow and Return on Investment
- Evaluating Commercial Opportunities and Business Proposals
- Assessing Business Value and Financial Implications
- Understanding Customer Requirements and Stakeholder Expectations
- Commercial Implications of Procurement and Supply Chain Decisions
- Strengthening Financial and Commercial Judgement

Day 3

- Principles of Strategic Thinking in Corporate Leadership
- Strategic Decision-Making Frameworks and Management Approaches
- Evaluating Strategic Alternatives and Business Priorities
- Identifying Business Opportunities and Organisational Challenges
- Applying Critical Thinking to Complex Business Situations
- Evidence-Based Decision-Making and Business Intelligence
- Scenario Planning and Strategic Forecasting
- Assessing Business Risks, Uncertainties and Potential Returns
- Understanding Short-Term Decisions and Long-Term Business Consequences
- Resource Allocation and Strategic Investment Priorities
- Balancing Financial, Operational and Commercial Objectives
- Decision-Making Under Market and Operational Pressure
- Communicating Strategic Recommendations to Senior Management

Day 4

- Principles and Applications of Business Analysis
- Analysing Organisational Performance and Business Requirements
- Identifying Performance Gaps and Operational Inefficiencies
- Understanding Key Performance Indicators and Performance Measures
- Financial and Non-Financial Performance Analysis
- Evaluating Business Processes and Organisational Capabilities
- Root Cause Analysis and Business Problem Identification
- Analysing Cost Efficiency and Resource Utilisation
- Assessing Project and Asset Performance
- Understanding Benchmarking and Competitive Performance
- Translating Business Intelligence into Management Insights
- Aligning Business Functions with Strategic Objectives
- Developing Action Plans for Organisational Performance Improvement

Day 5

- Strategic Leadership and Corporate Management Responsibilities
- Developing a Commercially Informed Leadership Approach
- Influencing Business Decisions Across Organisational Functions
- Integrating Financial, Operational and Commercial Perspectives
- Managing Strategic Relationships with Internal and External Stakeholders
- Evaluating Strategic Risks and Business Opportunities

- Supporting Business Growth and Organisational Competitiveness
- Strategic Communication and Executive-Level Reporting
- Leading Organisational Change and Business Transformation
- Building a Performance-Oriented Corporate Culture
- Promoting Accountability and Strategic Ownership
- Monitoring Strategic Implementation and Business Outcomes
- Developing Sustainable Business Strategies for the Oil and Gas Industry

SCHEDULED DATES

Dates	Venue	Format	Fee
22 - 26 Mar 2027	Abu Dhabi, United Arab Emirates	In person	$3,950
22 - 26 Mar 2027	Abuja, Nigeria	In person	$3,950
22 - 26 Mar 2027	Accra, Ghana	In person	$3,950
22 - 26 Mar 2027	Addis Ababa, Ethiopia	In person	$3,950
22 - 26 Mar 2027	Al Ain, United Arab Emirates	In person	$3,950
22 - 26 Mar 2027	Al Khobar, Saudi Arabia	In person	$3,950
22 - 26 Mar 2027	Alberta, Canada	In person	$3,950
22 - 26 Mar 2027	AlUla, Saudi Arabia	In person	$3,950
22 - 26 Mar 2027	Amman, Jordan	In person	$3,950
22 - 26 Mar 2027	Amsterdam, The Netherlands	In person	$3,950
22 - 26 Mar 2027	Athens, Greece	In person	$3,950
22 - 26 Mar 2027	Baku, Azerbaijan	In person	$3,950
22 - 26 Mar 2027	Barcelona, Spain	In person	$3,950
22 - 26 Mar 2027	Berlin, Germany	In person	$3,950
22 - 26 Mar 2027	Boston, USA	In person	$3,950

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22 - 26 Mar 2027	Brussels, Belgium	In person	$3,950
22 - 26 Mar 2027	Budapest, Hungary	In person	$3,950
22 - 26 Mar 2027	Cairo, Egypt	In person	$3,950
22 - 26 Mar 2027	Cape Town, South Africa	In person	$3,950
22 - 26 Mar 2027	Casablanca, Morocco	In person	$3,950
22 - 26 Mar 2027	Dammam, Saudi Arabia	In person	$3,950
22 - 26 Mar 2027	Dhahran, Saudi Arabia	In person	$3,950
22 - 26 Mar 2027	Doha, Qatar	In person	$3,950
22 - 26 Mar 2027	Dubai, United Arab Emirates	In person	$3,950
22 - 26 Mar 2027	Edinburgh, United Kingdom	In person	$3,950
22 - 26 Mar 2027	Edmonton, Canada	In person	$3,950
22 - 26 Mar 2027	Frankfurt, Germany	In person	$3,950
22 - 26 Mar 2027	Geneva, Switzerland	In person	$3,950
22 - 26 Mar 2027	Houston, USA	In person	$3,950
22 - 26 Mar 2027	Istanbul, Turkey	In person	$3,950
22 - 26 Mar 2027	Jakarta, Indonesia	In person	$3,950
22 - 26 Mar 2027	Jeddah, Saudi Arabia	In person	$3,950
22 - 26 Mar 2027	Jubail, Saudi Arabia	In person	$3,950
22 - 26 Mar 2027	Khamis Mushait, Saudi Arabia	In person	$3,950
22 - 26 Mar 2027	Kigali, Rwanda	In person	$3,950
22 - 26 Mar 2027	Kuala Lumpur, Malaysia	In person	$3,950
22 - 26 Mar 2027	Lisbon, Portugal	In person	$3,950
22 - 26 Mar 2027	Liverpool, United Kingdom	In person	$3,950
22 - 26 Mar 2027	London, United Kingdom	In person	$3,950
22 - 26 Mar 2027	Los Angeles, USA	In person	$3,950
22 - 26 Mar 2027	Luanda, Angola	In person	$3,950

Dates	Venue	Format	Fee
22 - 26 Mar 2027	Madrid, Spain	In person	$3,950
22 - 26 Mar 2027	Manama, Bahrain	In person	$3,950
22 - 26 Mar 2027	Marbella, Spain	In person	$3,950
22 - 26 Mar 2027	Marrakech, Morocco	In person	$3,950
22 - 26 Mar 2027	Miami, USA	In person	$3,950
22 - 26 Mar 2027	Milan, Italy	In person	$3,950
22 - 26 Mar 2027	Munich, Germany	In person	$3,950
22 - 26 Mar 2027	Muscat, Oman	In person	$3,950
22 - 26 Mar 2027	Nairobi, Kenya	In person	$3,950
22 - 26 Mar 2027	New York, USA	In person	$3,950
22 - 26 Mar 2027	Nice, France	In person	$3,950
22 - 26 Mar 2027	Oslo, Norway	In person	$3,950
22 - 26 Mar 2027	Paris, France	In person	$3,950
22 - 26 Mar 2027	Port Louis, Mauritius	In person	$3,950
22 - 26 Mar 2027	Prague, Czech Republic	In person	$3,950
22 - 26 Mar 2027	Pretoria, South Africa	In person	$3,950
22 - 26 Mar 2027	Riyadh, Saudi Arabia	In person	$3,950
22 - 26 Mar 2027	Rome, Italy	In person	$3,950
22 - 26 Mar 2027	Sarajevo, Bosnia and Herzegovina	In person	$3,950
22 - 26 Mar 2027	Sharm El Sheikh, Egypt	In person	$3,950
22 - 26 Mar 2027	Singapore, Singapore	In person	$3,950
22 - 26 Mar 2027	Stockholm, Sweden	In person	$3,950
22 - 26 Mar 2027	Tokyo, Japan	In person	$3,950
22 - 26 Mar 2027	Toronto, Canada	In person	$3,950
22 - 26 Mar 2027	Tromso, Norway	In person	$3,950
22 - 26 Mar 2027	Vienna, Austria	In person	$3,950

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22 - 26 Mar 2027	Zagreb, Croatia	In person	$3,950
22 - 26 Mar 2027	Zurich, Switzerland	In person	$3,950
22 - 26 Mar 2027	Online, Virtual	Online	$3,950
19 - 23 Jul 2027	Abu Dhabi, United Arab Emirates	In person	$3,950
19 - 23 Jul 2027	Abuja, Nigeria	In person	$3,950
19 - 23 Jul 2027	Accra, Ghana	In person	$3,950
19 - 23 Jul 2027	Addis Ababa, Ethiopia	In person	$3,950
19 - 23 Jul 2027	Al Ain, United Arab Emirates	In person	$3,950
19 - 23 Jul 2027	Al Khobar, Saudi Arabia	In person	$3,950
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19 - 23 Jul 2027	AlUla, Saudi Arabia	In person	$3,950
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19 - 23 Jul 2027	Baku, Azerbaijan	In person	$3,950
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19 - 23 Jul 2027	Berlin, Germany	In person	$3,950
19 - 23 Jul 2027	Boston, USA	In person	$3,950
19 - 23 Jul 2027	Brussels, Belgium	In person	$3,950
19 - 23 Jul 2027	Budapest, Hungary	In person	$3,950
19 - 23 Jul 2027	Cairo, Egypt	In person	$3,950
19 - 23 Jul 2027	Cape Town, South Africa	In person	$3,950
19 - 23 Jul 2027	Casablanca, Morocco	In person	$3,950
19 - 23 Jul 2027	Dammam, Saudi Arabia	In person	$3,950
19 - 23 Jul 2027	Dhahran, Saudi Arabia	In person	$3,950
19 - 23 Jul 2027	Doha, Qatar	In person	$3,950

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19 - 23 Jul 2027	Dubai, United Arab Emirates	In person	$3,950
19 - 23 Jul 2027	Edinburgh, United Kingdom	In person	$3,950
19 - 23 Jul 2027	Edmonton, Canada	In person	$3,950
19 - 23 Jul 2027	Frankfurt, Germany	In person	$3,950
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22 - 26 Nov 2027	Vienna, Austria	In person	$3,950
22 - 26 Nov 2027	Zagreb, Croatia	In person	$3,950
22 - 26 Nov 2027	Zurich, Switzerland	In person	$3,950
22 - 26 Nov 2027	Online, Virtual	Online	$3,950

CERTIFICATE

Upon successful completion of the Strategic Awareness and Business Acumen Training Course, participants will receive a certificate of completion from Oil & Gas Training Institute. This certificate recognises their participation and professional development in strategic awareness, commercial understanding, business analysis and corporate decision-making.

The certification acknowledges the development of essential business acumen skills required to understand organisational performance, evaluate commercial opportunities and contribute to strategic management within the oil and gas industry. It also demonstrates a commitment to strengthening professional capabilities and applying commercially informed judgement in business leadership and management responsibilities.