

OIL & GAS

TRAINING
COURSE
CATALOG



Cowrie+

Oil & Gas Services - Consulting. Advisory. Supplies

BASIC PETROLEUM ECONOMICS

OVERVIEW

Engineers are at the front end of the decision making value chain. Oftentimes, decision cycles are long because of unnecessary iterations, or the quality of decisions are sub optimal because project teams are peopled by professionals who have poor grasps of the principles of economics.

This one week course helps attendees develop or update their competencies in the fundamentals of oil and gas economics. It is targeted towards engineers with little or no exposure to petroleum economics and other personnel desiring to understand the basis of economics in decision making. It is a hands-on, calculation based training course.

TARGET PARTICIPANTS

Engineers, Managers, Planners, Commercial Analysts

EXAMPLE MODULES

- Cash Flow and its derivation
- Depreciation
- Income Tax calculation
- Concept of Time Value of Money
- Net Present Value
- Investment Ratios and Payout
- Rate of Return
- Real and Nominal Economics
- Introduction to Fiscal Systems
- Basic economic modeling

DURATION

5 Days

LOCATIONS

Houston, Dubai

PETROLEUM ECONOMICS, RISK AND UNCERTAINTY ANALYSIS

OVERVIEW

This course is designed for more experienced engineers, managers, corporate planners etc. It builds on the modules of the basic economics class and extends into in-depth understanding of fiscal systems, and risk and uncertainty analysis

TARGET PARTICIPANTS

Managers, Engineers, Corporate Planners, Commercial Analysts

EXAMPLE MODULES

- Overview of Basic Petroleum Economic Theories
- Fiscal Systems
- Economic Limits
- Government Take
- Comparison of Risk vs. Uncertainty
- Uncertainty Analysis- Sensitivity & Scenario Analysis, Expected Value, Decision Trees
- Portfolio Analysis Optimization- Project Consolidation, Ring Fencing, Incremental Economics
- Principles of Monte Carlo Simulation

DURATION

5 Days

LOCATIONS

Houston, Dubai

E&P PORTFOLIO MANAGEMENT STRATEGIES FOR CORPORATE PLANNERS

OVERVIEW

What should executives look out for when making strategic or tactical decisions? This course helps middle to senior level personnel managing the O&G enterprise understand or hone their skills in the principles and practices of corporate portfolio planning and decision analysis.

TARGET PARTICIPANTS

Senior Executives , Middle to Senior Level Managers, Corporate Planners, Commercial Analysts

EXAMPLE MODULES

- Overview of Basic Economic Principles
- Fiscal Systems
- Risk and Uncertainty Analysis- Sensitivity & Scenario Analysis, Expected Value, Decision Trees
- Portfolio Analysis and Optimization
- Capital Allocation
- Introduction to Dialogue Decision Process
- Managing Uncertainties in Acquisition & Divestiture

DURATION

5 Days

LOCATIONS

Houston, London

DECISION MAKING IN THE E&P ENTERPRISE

OVERVIEW

We all make decisions and wonder at times if these decisions are effective and optimal. Business managers have to contend with a lot of variables in making decisions that return optimal value to the investors. This course takes participants through the elements of decision making and the application of decision analysis in making impactful decisions. It puts these within the context of the E&P enterprise.

TARGET PARTICIPANTS

All personnel managing projects and/or teams, Economists, Planners, Asset Managers and Senior Executives

EXAMPLE MODULES

- Introduction to decision making
- Comparing decision to outcomes
- Qualities of a good decision
- Different values and value measures in selecting the "best" decision
- Creating effective decision alternatives
- How to handle (not avoid) uncertainty
- Coin toss problem (group exercise)
- Probabilities and their role in decisions
- Assessing information and its relevance
- Five rules of actionable thought
- Effectively using information to increase decision quality
- Understanding the impact of risk in decision making
- How changes in assumptions can change decisions
- Key questions asked by effective decision makers
- Process - enable efficient and effective decision making
- Detecting and avoiding biases
- Critical first step to Initiating the decision process – Framing
- Evaluating information for relevance

DURATION

5 Days

LOCATIONS

Houston

COMPETITIVE BIDDING FOR OIL AND GAS ASSETS

OVERVIEW

Acquisitions and Divestitures (A&D) are strategies used by O&G companies to optimize their corporate portfolios. The process to acquire hydrocarbon assets involve bidding for prospective blocks, and other assets at various stages of the hydrocarbon lifecycle. This course helps participants understand the principles behind bidding and the dynamics involved in the bidding process and teaches the strategies to achieve a successful bid. This course applies to both sides of the transaction – buyer and seller- including regulators who are shepherds of the process involved in putting their country's hydrocarbon blocks up for bid.

TARGET PARTICIPANTS

A&D/BD Teams, Finance Teams, Planners, Economists, Analysts and Regulators.

EXAMPLE MODULES

- Introduction to bidding
- Framing the competitive landscape
- Key assumptions within the bidding engagement
- Asset value – what is it worth, based on stage of field development
- Concept of risk aversion and asset pricing in bid preparation
- Assessment of the strength of competitors
- Internal and external stakeholder influence on the bid strategy
- SWOT analysis of the bidding players
- Comparison of value to competitors vs. value to the bidder
- Explicit spending constraints and influence on the strategy
- Bidding game (group exercise)
- Outcome and reflection on results
- Feedback regarding the overall bidding process

DURATION

5 Days

LOCATIONS

Houston

INTERNATIONAL PETROLEUM CONTRACTS AND NEGOTIATION

OVERVIEW

The course provides an overview of international oil and gas laws and contracts and situates it within the context of mineral rights ownership in different jurisdictions. Participants are exposed to negotiation strategies, dealing with contending interests between host governments and contractors, Joint Operating Agreements (JOAs), drilling and services contracts, and dispute resolution mechanisms. This is an intensive class involving mock negotiation sessions, case studies of model contracts etc.

TARGET PARTICIPANTS

Senior Managers, Legal Teams, Economists, Regulators, Finance/Business Development Teams, Asset Managers

EXAMPLE MODULES

- Types of international petroleum contracts
- Domestic Laws and Energy Treaties
- Mineral Rights
- Host government vs. Contractor dynamics
- Focused analysis of specifics of E&P contracts
- Joint Operating Agreements
- Contract operating issues
- Options to funding petroleum development projects
- Contractor's risk
- Contract economics
- Dispute Resolution
- Case Study of select model contracts
- Sales Agreements
- Special case of Natural Gas under contracts
- Mock Negotiations

DURATION

5 Days

LOCATIONS

Houston

OIL AND GAS ACCOUNTING

OVERVIEW

Participants learn the particularities of recording and reporting cost and revenues incident to creation and realization of mineral interests.

TARGET PARTICIPANTS

Finance and Account Teams, Economists and Analysts

EXAMPLE MODULES

- Introduction to Oil and Gas Accounting
- Non-drilling Exploration Costs – Successful Efforts
- Acquisition Costs of Unproved Property – Successful Efforts
- Drilling and Development Costs
- Proved Property Cost Disposition – Successful Efforts
- Accounting for Asset Retirement Obligations and Asset Impairment
- Accounting for Revenue from Oil and Gas Sales
- Basic Oil and Gas Tax Accounting
- Joint Interest Accounting
- Conveyances
- Oil and Gas Disclosures
- Accounting for International Petroleum Operations
- Analysis of Oil and Gas Companies' Financial Statements
- Cash calls and monitoring costs
- Variance analysis

DURATION

5 Days

LOCATIONS

Houston

OIL TRADING AND PRICE RISK MANAGEMENT

OVERVIEW

Participants will learn how oil and gas are traded, the various crude types and markets. They will be taught oil marketing and how to negotiate and cost deals, and calculate profitability. This course exposes attendees to ship chartering and understanding the contractual aspects of trading. Participants then form teams to simulate a crude and refined products trading exercise. They are made to gain an appreciation of maximizing profits through an understanding of the economics of trading and the management of inherent price risks.

Participants will also be exposed to price risk and instruments to manage it.

TARGET PARTICIPANTS

Crude Oil Marketing Teams, Finance Teams, Commercial Teams, Economists, Planners

EXAMPLE MODULES

- Introduction to Trading and Markets
- Crude Oil Trading
- Products Trading – brokerage, costing and quality valuation
- Contracts and Trading
- Deal Processing
- Chartering and Freight
- Identifying and Managing Risks
- Options and Optionality
- Instruments to Manage Price Risk
- Trading Controls

DURATION

5 Days

LOCATIONS

Houston

MINI MBA PROGRAM

OVERVIEW

The E&P industry does not exist in a silo; it is a substantial part of the global economy and is heavily impacted by non-technical geo-politics. O&G organizations that thrive in the current environment are those run by professionals who understand the interconnectedness of the business with world around it. These managers also have to develop strategies to ensure survival of the organization and devolve these strategies into field level tactics. Ultimately it boils down to ensuring that decisions made (both investment and organizational) work together to deliver optimal returns to all stakeholders. This intensive mini-MBA class empowers participants with the skills to achieve these objectives so they can effectively contribute to corporate success.

TARGET PARTICIPANTS

Management personnel, Mid to senior level staff.

EXAMPLE MODULES

- Overview of the Global O&G Industry & Current Market Situation
- Portfolio Risk Management: Corporate Planning & Budgeting
- Developing Strategies
- Geopolitics Impacting the Oil & Gas Industry
- Relationships Between NOCs, IOCs, Governments & Service Companies
- Leadership: Managing Self and Others
- Implementing Change
- E&P Finance, Economics and Commercial
- Contracts and its Commercial Impact
- Negotiation: Tricks of the Trade
- Making Great Decisions
- Talent Management
- Business Survival in a Downturn

DURATION

10 Days

LOCATIONS

Houston, Miami, London, Dubai

ASSET MANAGER READINESS PROGRAM (I&II)

OVERVIEW

Oil and Gas asset management entails an understanding of the different subjects and activities; intricately woven to deliver oil and gas to the market and ensure the E&P organization makes a decent return on investment. Many E&P asset managers or those aspiring to these roles struggle to achieve this even though they are accomplished experts in their primary subjects. This program helps to bridge this gap, and readies participants for asset manager roles and enables current managers manage their asset better including making optimal investment decisions.

TARGET PARTICIPANTS

All personnel. Especially mid to senior level staff aspiring to become Asset Managers.

EXAMPLE MODULES

- Bridging Corporate and Asset Strategies
- Stakeholders - Identification and Influence
- E&P Finance, Economics and Commercial Terms
- Overview of the E&P processes
- Reserves Status
- Business Development – A&D, Bid Rounds, E&P business models
- Field Development Planning
- Governance
- Portfolio Management
- Legal and Contracts
- Procurement and Contracting
- Talent Management
- Operations Excellence
- Uncertainty and Risk Management
- HSSE & Social Responsibility

DURATION

10 Days

LOCATIONS

Houston, Miami, London, Dubai

RESERVES RECOGNITION, REPORTING & CERTIFICATION: UNDERSTANDING PRMS PRINCIPLES AND SEC RULES

OVERVIEW

A unique course for professionals responsible for, or aiming to develop skills in, reserves reporting and certification. Participants are exposed to the Petroleum Reserves Management System (PRMS) principles and Securities and Exchange Commission (SEC) rules governing the reporting of oil and gas reserves.

Reserves determine the value of an E&P company. Reporting reserves as accurately as possible to statutory bodies involves a clear understanding of the principles and rules of reporting it.

TARGET PARTICIPANTS

Reservoir engineers, geologists, reserves managers, corporate reserves engineers, commercial analysts.

EXAMPLE MODULES

- PRMS Principles
- Reserves vs. Resources & Prospects Definition
- Reserves Classification and Categorization
- Proved, Probable and Possible Reserves
- Reserves Status
- Contingent Resources
- SEC Reserves Reporting Rules

DURATION

5 Days

LOCATIONS

Houston, Dubai

UNITIZATION AND JOINT DEVELOPMENT OF OIL AND GAS RESERVOIRS

OVERVIEW

This course gives an in-depth understanding of the problems and solutions in unit formation, negotiation of participation factors and operating agreements. The role of governmental agencies in consent and oversight will also be discussed.

It is presented in a format that includes both lectures and simulation exercises. This approach allows participants to gain experience with the unitization process and determining the appropriate unit participation factors.

TARGET PARTICIPANTS

Middle to senior level managers, Senior Executives, Lawyers, Geologists, Petroleum and Reservoir Engineers, Regulators

EXAMPLE MODULES

- Introduction to Unitization
- Unit Negotiations
- Unit Operating Agreement
- Unit Accounting Procedures
- Government regulation of units- global but with special bias for Nigeria
- Joint Development Areas- Cross asset and cross boundary issues

DURATION

5 Days

LOCATIONS

Houston

PRINCIPLES AND PRACTICES OF RESERVOIR MANAGEMENT

OVERVIEW

The principle of reservoir management course is taught with greater emphasis on case studies and practical aspects of integrated management of the reservoir. Participants learn the essence of the having synergies amongst surface, sub surface and practical commercial realities in efficiently managing the reservoir. Reservoir management models essential towards optimum field development and field operating plans are highlighted. An interdisciplinary reservoir management approach is entrenched. Hands on reservoir modeling and students work on a mocked depletion plan.

TARGET PARTICIPANTS

Asset Managers, Reservoir Engineers, Production Engineers

EXAMPLE MODULES

- Overview
- Reservoir management processes
- Case studies of reservoir management benefits
- Reservoir management team
- Data management
- Reservoir description
- Depletion plan development and updating
- Wellbore utilization plan
- Reservoir models
- Reservoir issues
- Implementation plan
- Operating plan
- Reservoir surveillance

DURATION

5 Days

LOCATIONS

Houston

SEISMIC SEQUENCE STRATIGRAPHY

OVERVIEW

Seismic sequencing gives the explorationist and geoscientist a powerful predictive tool for regional basin analysis, shelf to basin correlation, and reservoir heterogeneity. It is a superior framework for the integration of geologic, geophysical, and engineering data and expertise. This training workshop helps participants understand the application of seismic sequencing in exploration and in capturing the upside potentials of brown field. Participants will learn the art of making good seismic modeling-interpretation judgments as a basis for seismic-facies and reflection character analysis

TARGET PARTICIPANTS

Exploration and Development Geologists, Geophysicists, Seismic Interpreters, Sedimentologists and other upstream subsurface professionals

EXAMPLE MODULES

- An overview and use of chronostratigraphic
- Seismic stratigraphy and controls on basin stratigraphy
- Seismic stratigraphy models and principles
- Sequence definition from wells and seismic
- Sequence stratigraphy of carbonates and relative sea-level low-stands
- Sequence stratigraphy in a mixed clastic/carbonate province
- Exploration and production scaled case histories and strategies
- Imaging hydrocarbons
- Geo-history reconstruction
- Optimizing exploration and development

DURATION

10 Days

LOCATIONS

Houston, Dubai, Ghana

BASIC DRILLING OPERATIONS

OVERVIEW

This course presents an overview of hydrocarbon well drilling operations from pre-spud to finish. At the end of the course participants would have honed their skills in basic drilling operations, understand the sequence of the drilling processes, basic components and functions of a drilling rig, drilling economics, formation and fracture pressures, drilling problems and well control procedures, cementing, directional drilling and basic logging operations.

TARGET PARTICIPANTS

Drilling Engineers, Drilling supervisors, and Technical support personnel

EXAMPLE MODULES

- Well planning overview
- Drilling rig systems, their purpose and use
- Differences between onshore and offshore drilling rigs and drilling practices
- Well objectives-exploration, appraisal, development
- Evaluating design strategies- geological, engineering (well profile design) and HSE
- Engineering considerations for successful well construction- hole sizes, casing/liner options, cementing option, drilling equipment selection
- Well construction phases- surface, Intermediate, production sections
- Principles of the drilling process, fishing, casing and cementing
- Principles of well control and blowout prevention
- Causes and prevention practices concerning lost circulation, stuck pipe
- Well Completion/Production

DURATION

5 Days

LOCATIONS

Houston, Dubai

FIELD DEVELOPMENT PLANNING

OVERVIEW

This course provide a comprehensive overview of the stage gate development planning process. Participants will gain an appreciation of the key project drivers and how various disciplines interact to maximize project value and mitigate financial and technical risk. All key areas of field development planning stages are covered, beginning with the basics of oil and gas exploration through to defining what is required for project sanction.

Participants will be go through a simulated Concept Framing and Identification exercise.

TARGET PARTICIPANTS

Engineers, Development Planners, Asset Managers, HSE, Commercial Teams, Economists

EXAMPLE MODULES

- Decision to explore
- Evaluating a discovered oil/gas field
- Development Cost Estimates
- Decision Gate process: Concepts, methods, deliverables
- Decision Gate Process: DG 0 – DG 4 (FID)
- Opportunity Framing (OF)
- Concept Identification (CID)
- OF and CID Workshop

DURATION

5 Days

LOCATIONS

Houston

PRACTICAL DRILLING SKILLS (PDS) I & II

OVERVIEW

The Practical Drilling Skills course exposes engineers to the very important aspects of drilling operation. It empowers participants with the skills to contribute effectively to a drilling project, and how to make proper decisions that ensures delivering an O&G well safely, on schedule and within estimated AFE. The PDS I and II is a 2 week training class, however they can be run separately for 1 week each.

TARGET PARTICIPANTS

Drilling Managers, Drilling Engineers, and Drilling supervisors.

EXAMPLE MODULES

PDS I

- Visible and Non-visible Non-Productive Time (NPT): causative factors and its elimination
- Hole problems (stuck pipe, lost circulation, ballooning)
- Drilling fluid conditioning
- Lost circulation
- Drilling rate
- Interpretation of mud logger gas units
- Determining pore pressure
- On-site hydraulic optimization

PDS II

- Drill bit management
- Selecting proper bit loading for the fastest, cheapest hole
- Cementing
- Mud logging and Gas Unit Curve
- Rheology and drilling fluid properties
- Filter cake quality
- Drilling fluid properties necessary to maximize drilling performance
- Discussion of polymers in drilling fluids
- Solids Control- drilled solids removal.
- Interpreting pressure integrity tests
- Borehole stability
- Operating Guidelines

DURATION

10 Days if taken together at a stretch,
5 Days each if taken separately.

LOCATIONS

Houston

OFFSHORE SUBSEA SYSTEMS

OVERVIEW

This course exposes participants to sub-sea components and how they can be effectively integrated into a field development plan. There is particular emphasis on flow assurance, instrumentation and control and troubleshooting of subsea system issues. Finally, relevant case studies are used to buttress subsea design and planning.

TARGET PARTICIPANTS

Facility Engineers, Development Planning Engineers, Asset Managers, HSE

EXAMPLE MODULES

- Subsea Systems Design Process
- Production Systems for Subsea and Deepwater
- SURF
- PLET/PLEM Design considerations
- Risers analysis
- Applications for subsea systems
- Flow assurance considerations in system design and configuration
- Field architecture considerations
- Subsea component descriptions and functions
- Fabrication, testing, installation, commissioning, and operational issues
- Production, maintenance, and repair considerations

DURATION

5 Days

LOCATIONS

Houston

FLOW ASSURANCE

OVERVIEW

This course provides participants an effective understanding of hydrocarbon flow from the well bore through to export. It addresses several issues around pipeline flow such as hydrates, surges, wax formation, liquid flow failures, and discusses how to avoid or mitigate them. The course is presented within a frame work understanding of the business case for managing flow assurance.

TARGET PARTICIPANTS

Facilities Engineers, Production Engineers, Assets Managers, HSE

EXAMPLE MODULES

- Hydrocarbon flow properties
- Business Case for Flow Assurance
- Phase Determination
- Flow Analysis
- Slug formation, prediction, and mitigation
- Hydrate formation and prevention
- Wax Formation, prevention and remediation
- Asphaltene, scale and sand solids management
- Leak Detection and SCADA

DURATION

5 Days

LOCATIONS

Houston

NATURAL GAS PROCESSING

OVERVIEW

This course covers the processing of gas from the well head to the point of sale with focus on its handling and associated liquids.

Participants are also exposed to competing technologies that could help in rapid development of gas assets.

TARGET PARTICIPANTS

Production Engineers, Facility Engineers, Operations Engineers and Gas Processing Engineers.

EXAMPLE MODULES

- Natural gas and world energy trends
- The role of gas processing in the natural gas value chain
- Technical engineering principles (common conversions, gas density, phase behavior)
- Gas sweetening
- Gas hydrates and dehydration
- Gas conditioning (dew point control) and NGL extraction
- Stabilization and fractionation concepts and facilities
- Gas processing key equipment and support systems (heat transfer, compression, pipelines and gathering systems, and measurement)
- Specialty processes in gas processing (LNG, nitrogen rejection and helium recovery, sulfur recovery, and acid gas re-injection)
- Use of HYSYS with examples for natural gas processing designs.
- Introduction to Membrane Technology.
- Plant Start ups

DURATION

5 Days

LOCATIONS

Houston

OIL PROCESSING AND TREATMENT

OVERVIEW

Course participants are equipped with skills to recognize and develop solutions for operating problems in oil processing facilities. They also learn oil, gas, and water compositions and properties needed for equipment selection and sizing, selection and evaluation of processes and equipment used to meet sales or disposal specifications. More importantly, attendees learn to apply physical and thermodynamic property correlations and principles to the design and evaluation of oil production and processing facilities, and how to perform equipment sizing calculations for major production facility separation equipment.

TARGET PARTICIPANTS

Facilities Engineers, Production Engineers, Technical support personnel.

EXAMPLE MODULES

- Review of Reservoir and oil properties
- Phase envelopes and reservoir fluid classification
- Gas, oil, and water - composition and properties
- Oil gathering systems
- Gas-liquid separation
- Emulsions
- Oil-water separation
- Oil treating
- Desalting
- Oil stabilization and sweetening
- Oil storage and vapor recovery
- Treatment of sand, wax, asphaltenes, and scales
- Pipeline transportation of crude oil
- Pumps
- Overview of produced water treatment
- Water injection systems
- Solution gas handling

DURATION

5 Days

LOCATIONS

Houston

PRODUCED WATER MANAGEMENT

OVERVIEW

Produced water has cost and environmental impacts. Effective management of water in field operations can impact on the profitability of project and the reputation of the operator. This course helps participants understand a wide range of issues around water; especially in O&G operations, including regulations, systems modeling, water chemistry, water treatment technology and trouble shooting.

TARGET PARTICIPANTS

All personnel

EXAMPLE MODULES

- Overview of well head production streams
- Basic water chemistry
- Oilfield water management issues
- Dominant factors in oilfield water management
- Water treatment for reuse and recycling programs
- Acquisition, storage, transportation, disposal, and treatment of water
- Treatment and Disposal of freshwater and saltwater
- Designing a water management strategy.
- Local challenges in Water disposal

DURATION

5 Days

LOCATIONS

Houston, Dubai

QUESTOR ONSHORE AND OFFSHORE TRAINING & COST ANALYSIS

OVERVIEW

This course is targeted towards personnel whose company uses Que\$tor – an O&G project development modeling application. . It takes participants through a rigorous Que\$tor training, evaluation and analysis of the cost outputs. It helps participants understand the various adaptive ways the Que\$tor software can be used to model projects from Concept stage through Select stage. And helps non engineers- analysts and business development professionals get comfortable with the application.

TARGET PARTICIPANTS

Facilities Engineers, Business Development Analysts/Economists, HSE

EXAMPLE MODULES

- Introduction to Conceptual Field development
- Range of Application of Que\$tor
- Sourcing for and Interpreting Analog Data
- Understanding functionalities and features in Que\$tor
- Modeling various types of developments – onshore, offshore and hybrids
- Analysis of results.
- Interpretation of outputs

DURATION

5 Days

LOCATIONS

Houston, Dubai

PROJECT, BUDGET AND COST MANAGEMENT

OVERVIEW

Research has shown that most O&G projects end up being late, and over budget. One of the myriad reasons adduced for this trend is the lack of effective project planning and management. The application of modern management principles to projects have seen great improvements in the probability of project success. This course focuses on practical tools and a solid grounding in theory to prepare participants for immediate and long term success in managing projects

TARGET PARTICIPANTS

Asset Managers, Engineers, HSE, Analysts.

EXAMPLE MODULES

- Project definition
- Project management principles, processes and responsibilities
- Project execution planning
- Project team management
- Project controls- budget, schedules, change control etc.
- Project Risks
- Project quality and HSE

DURATION

5 Days

LOCATIONS

Houston, Dubai

KEYS TO SELF-MANAGEMENT AND EFFECTIVE LEADERSHIP

OVERVIEW

Successful or aspiring leaders first master and manage themselves. They juggle several tasks at once and motivate others to achieve set goals. This course helps managers, team leads and others aspiring to leadership to manage themselves, lead teams and motivate self and others to achieve personal or corporate goals. This course teaches the fundamentals and principles of self-management and effective leadership, and combines it with introspective thinking, cohort discussion and case studies.

TARGET PARTICIPANTS

All Personnel

EXAMPLE MODULES

- The Fundamentals of Self Awareness
- Using DISC Behavioral Model to Improve Self-Management and Performance of Others
- 7 Star Leader
- What motivates others: colleagues, competitors, partners etc?
- Acknowledging strengths, weaknesses and blind spots in self and others
- Connecting with others and communicating effectively
- How to influencing others- with or without authority
- Influence tactics and negotiation strategies for competitive advantage
- Earning trust and building relationships
- Adapting leadership styles to context
- Leading for long-term results

DURATION

5 Days

LOCATIONS

Houston, Dubai

HOW TO MANAGE A MULTI-CULTURAL WORKFORCE IN A GLOBALIZED O&G INDUSTRY

OVERVIEW

A diverse workforce propels an organizations competitive advantage but, if not well managed, could become an albatross and leads to sub optimal performance and sabotage. The inherent advantages in a multi-cultural and multi ethnic workforce, may not be achieved if the minefield of such combination is not fairly and effectively navigated. This course helps participants adopt strategies to managing a diverse workforce, identify potentially disruptive issues and how to handle them in a fair and effective manner.

TARGET PARTICIPANTS

All Personnel

EXAMPLE MODULES

- What is diversity?
- Diversity, Culture and Performance
- Perspectives and Strategies in Managing Diversity
- Improving corporate culture
- Barriers to accepting workplace diversity
- Case Studies

DURATION

5 Days

LOCATIONS

Houston, Dubai

EXCEPTIONAL PRESENTATION – CORPORATE STORY TELLING

OVERVIEW

Effective communication is a prerequisite skill in today's corporate world. Great leaders are great communicators. Often times however, stage fright, a lack of understanding of the audience and subject, improper body language and ineffective visuals make communication drudgery. This is where we help!

This course sets out with a baseline presentation by participants on the first day. Participants are thereafter taken through a rigorous, hands-on training on the rudiments of presentation and how to develop a story board. During the course, participants continually make practice presentations while applying these new skills; they are instantly able to appreciate the transformation that has taken place in a few days. We also teach them the art of making an elevator pitch.

TARGET PARTICIPANTS

All personnel

EXAMPLE MODULES

- Importance of Effective Communication
- Audience, Outcome and Topic
- Benefit Statement
- Framing
- Evidence
- Story Board
- Objection Handling
- Tips for Speakers

DURATION

5 Days

LOCATIONS

Houston, Dubai

CRISIS MANAGEMENT AND COMMUNICATIONS

OVERVIEW

This course affords participants an insight into the challenges of managing crisis, especially in a volatile business environment, and in a deregulated communication world of social media where everyone can potentially reach corners of the earth from their smart phone. This course teaches the building blocks of effective crisis management, including how to communicate in crisis. It examines ways to help stabilize a bad or potentially bad situation in order to mitigate further damage.

TARGET PARTICIPANTS

Asset Managers, Corporate Communications Team, Public Relations and HR personnel, Health and Safety Personnel, Corporate Security Teams.

EXAMPLE MODULES

- What constitutes a crisis?
- Communication in crisis
- Role of leadership
- Reputational management
- Understanding the issues
- Identifying risks and threats
- Social Media – a new world (dis)order
- What to do in a crisis
- Case Studies

DURATION

5 Days

LOCATIONS

Houston



For more courses, visit:
www.cowrieplus.com
Email: cowrie.enr@outlook.com

2, Aneke Crescent, Off Ajiran Rd
Agungi Lekki, Lagos. Nigeria
234 (0) 808-291-1121

6515 Kindall Tate Lane
Sugar Land, TX 77479 USA
1-347-223-3897