

Energy Markets

Global



Energy Training Brochure 2019

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Energy Markets

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Energy Markets Global

An International Energy Training Provider

Energy Markets Global Limited is an international energy consultancy and training company incorporated in the UK. The name “**Energy Markets**” reflects our philosophy of understanding, introducing and developing markets in energy for clients throughout the world. We have international industry experts with considerable practical industry experience across all areas of the value chain and we offer:

- Corporate Executive Training
- Energy Consultancy
- Project Implementation

We provide global expertise for local markets

Bespoke Energy Training Courses

We have considerable previous experience of designing and delivering in-house corporate programmes and international workshops. We have designed and delivered corporate training programmes to international energy companies, national energy companies, and governmental regulatory agencies, including:

International and independent energy companies, such as:
British Gas, Electricité de France, ENI, Gaz de France, North Caspian Operating Company (NCOC, Kazakhstan)

National energy companies, such as:
NNPC (Nigeria), SNH (Cameroon), Syrian Gas Company, Korean Gas Corporation, Kyrgyzgas, NEC (Trinidad & Tobago), Perusahaan Gas Negara (Indonesia), Petrochina

Governments and government agencies, in such as:
Afghanistan, Bosnia & Herzegovina, Bulgaria, Nigeria, Ukraine, Trinidad & Tobago, Kyrgyzstan, Kazakhstan



Our training capabilities include the design and running of training programmes to support capacity building, new projects, joint ventures or acquisitions. Activity coverage includes team effectiveness and development, and the design, development and running of appropriate training programmes to meet specific business needs. We also undertake manager and supervisor training programmes.

We can provide a complete seminar management service (delegate research, sponsorship, publicity, financial administration, venue arrangements, specialist speakers, event management) as part of an effective communication process to deliver an organisation's strategic aims.

Training Philosophy and Structure

Venue: Delegates can choose where to carry out training with us, with courses this year at venues in:

- London, UK
- Abuja, NIGERIA
- Kabul, AFGHANISTAN
- Ankara, TURKEY
- Dubai, UAE
- or at your company premises

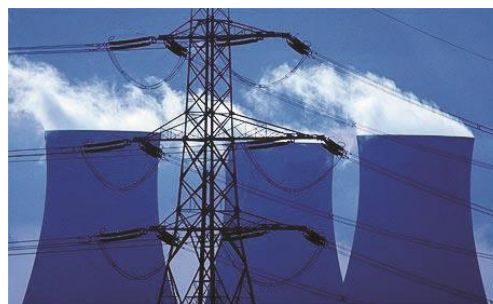
Course Style: We encourage an interactive approach where participants can question what is going on, take the programme at their own pace, and improve learning through practice. We provide learning through:

- **Formal training** through presentations and explanations
- **Discussions** – question and answer sessions plus group discussions of particular topics
- **Case studies** – real life examples to help learning, making use of international best practice, most drawn from trainers' personal experiences
- **Practical exercises** and other interactive sessions where participants will be able to practice for themselves during the course
- **Simulation exercises** and **business games** where delegates will be able to practice their learning in simulated real life situations
- **Feedback** – course leaders will provide constructive feedback and individual support to delegates where it is needed
- **Guest speakers** – depending on the particular course and the arrangements, we can also make use of our extensive network of senior executives and associates, to speak from their personal experience of the energy business or of negotiations, including from our **Senior Professional Associates**

Course Materials: All materials used in the course (such as copies of slides or worked examples) will be provided to delegates, in either paper copies, disc drive or both.

Schedule: Classes are daily from **9:00 am to 5:00 pm**, unless otherwise arranged with delegates. On occasion there may be overnight exercises for delegates.

Breaks: **Lunch** and **two tea/coffee breaks** are provided each day. Depending on the course and arrangements, a **light breakfast** may be provided as well.



For further information about how we can help you with an in-house corporate training programme, please contact us.

Training Clients

EUROPE:	Bosnia and Herzegovina energy regulatory commissions British Gas Transco Gaz de France National Electricity Regulatory Commission (NERC) of Ukraine Parliamentary Committee on Energy, Ukraine State Energy Agency, Bulgaria
MIDDLE EAST AND AFRICA:	NNPC, PPPRA, various Government Ministries, Nigeria Agip, Nigeria SNH, Cameroon Syrian Gas Company
AMERICAS:	Trinidad and Tobago Ministry of Energy and Gas National Energy Corporation (NEC), Trinidad and Tobago
ASIA AND FAR EAST:	Afghan Gas, Ministry of Mines and Industry, Afghanistan ENI Australia Northern Caspian Operating Company (NCOC), Kazakhstan Korean Gas Corporation Kyrgyzgas and State Energy Agency of Kyrgyzstan Perusahaan Gas Negara, Indonesia PetroChina



COURSE LIST

Courses	Duration
Oil and Gas Business:	
Mini MBA for Oil and Gas	5 Days
Mini MBA for Oil and Gas	10 Days
Fundamentals of Petroleum Economics	5 Days
Strategic Performance Management in Petroleum	3 Days
Key Performance Indicators (KPIs) in Petroleum	2 Days
Risk Analysis and Decision Making in Petroleum	5 Days
Business Development in Oil and Gas	5 Days
Legal and Contracts:	
Contract Design and Negotiation	5 Days
Drafting Gas Supply Agreements (GSAs) and Power Purchase Agreements (PPAs) – Week One	5 Days
Negotiating GSAs and PPAs: principals and practice – Week Two	5 Days
Practical Aspects of Negotiating Gas Supply & Power Purchase Agreements	10 Days
Petroleum Accounting and Finance	
Cash Calls and Cost Reduction in Oil and Gas Project Financing	5 Days
Cash Calls and Petroleum Financing	3 Days
Cost Reduction in the Oil and Gas Industry	3 Days
Gas Monetisation:	
The Gas Chain and Growing Domestic Gas Markets	5 Days
Business Development for Gas Based Businesses	5 Days
Commercial and Legal Aspects of Natural Gas	5 Days
Fundamentals of Economic Gas Regulation	5 Days
Gas Tariff Design and Pricing	5 Days
Understanding Network Codes and Third Party Access	2 Days
Fundamentals of Energy and Utility Regulation	5 Days

NOTE: Please note that this list is current at the printing of this programme, but our courses are constantly being updated, so please contact us for the latest course programme.



ADMINISTRATION, TERMS AND CONDITIONS

Pricing

Each course is priced at:

- 1 week: £3500 + VAT (London venue), three thousand five hundred pounds sterling + VAT*
- 2 weeks: £5500 + VAT (London Venue), five thousand five hundred pounds sterling + VAT*
- 3 Days: £2500 + VAT (London venue), two thousand five hundred pounds sterling + VAT*
- Note: Technical courses are individually priced (where specialist equipment needed)

Note: VAT is currently 20% in the UK (non British delegates may be able to recover VAT)

Inclusive prices are for training a group of delegates.

Included: Training, Materials, Trainer's accommodation and daily living costs, Trainer's Travel, Venue, Lunch and tea/coffee breaks per day.

Excluded: Delegates' accommodation, transport to/from venue, personal incidental costs

Administration

Booking: Complete booking form and return for an **acceptance letter**, upon receipt 50% of fee is required and remainder fees to be settled **at least 14 days in advance**.

Payment: **All prices plus VAT and local taxes at prevailing national or international rate.**

Note: There is no UK VAT for courses held outside the UK.

All courses must be paid for in advance of the course.

Payment needs to be received at least 14 days before course begins.
Bookings cannot be confirmed until payment in full is made.

Please note that technical courses are individually priced, where specialist equipment or facilities may be needed. Please contact us for pricing details.

Cancellations: Delegates may receive a refund of their course fees if cancellation is made in writing up to 14 days before the course. A cancellation charge may apply. Within 14 days before the course begins there are no refunds of course fees, cancellations or postponements.

Visa support: For courses in the UK managed by us or one of our affiliate companies, where visas are required by delegates, we will use our best endeavours to help delegates obtain visas where necessary.

Ways of Paying: Bank transfer to our corporate bank account, as stated on invoice or please contact us for details.

Course Programme: Classes are daily from **9:00 a.m. to 5:00 p.m.**, unless otherwise arranged with delegates. On occasion there may be overnight exercises for delegates.

Note: Other arrangements may be agreed in advance on a case by case basis.

COURSE BOOKING FORM Individual Bookings

Please complete this form if you are making an individual booking for a course.

Course Information

Course Title

Location

Course Length
(days)

Start Date

Delegate Information (enter the name as you want it on your certificate)

Title

First Name

Family Name

Nationality

Telephone

Email

Organisation

Department

Job Title

Any special arrangements needed:

(dietary, disabled access, any other special requirements that we need to know about):

Payment Information

Is payment attached?

YES

☐

NO

☐

Amount of payment attached

Currency

Please Note

1. Booking cannot be confirmed until 50% payment is made
2. Payment needs to be received at least two weeks before course begins
3. Return form to Energy Markets Global Limited

COURSE BOOKING FORM Group Bookings

Please complete this form if you are making a booking for a group of delegates and the delegate is not paying directly for a course.

Course Information

Course Title

Location

Course Length
(days)

Start Date

Booking Contact

Title

First Name

Family Name

Telephone

Email

Job Title

Organisation

Department

Funding Organisation (if different)

Is funding secured?
YES/NO

Name

Telephone

Email

Funding
Organisation

Payment Information

Number of delegates in this booking

Amount of payment attached

Currency

Please Note

1. Booking cannot be confirmed until 50% payment is made
2. Payment needs to be received at least two weeks before course begins
3. Return form to Energy Markets Global Limited