Inspirational Training

www.mdtinternational.com
I had heard about MDT International’s excellent performance and, after attending this training course, I’m not disappointed. Indeed, my expectations were exceeded! The trainer was excellent.”

Stephen, Seplat Petroleum
If you’re a business:
Your employees return to you after a training programme that goes beyond the norm. They’ll have enhanced their core knowledge, certainly, but they’ll also have a greater understanding of industry dynamics. We’ll have shared the bigger picture.

If you’re a course participant:
We want you to leave with a better understanding of the business where you work and the industry in which you aim to progress. You’ll be better equipped to articulate new ideas, make better connections in your workplace and articulate new ideas.

Full details of the course content is available on our website: www.mdtinternational.com

About MDT

At MDT International, our oil & gas training courses deliver more. More engagement, more industry insight, and more value for individuals and employers.

We go the extra mile in commercial oil & gas training – and then some. Our distinctive learning culture takes MDT International courses beyond the conventional.

Over 90% of participants say our training met or exceeded their expectations...

Since 1992, MDT International has worked to a simple principle: inspiring individuals and client businesses. We make it our mission to ensure each participant completes the course with the knowledge they want, and the certification they need.

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worked with 500+ organisations
delivered training in 80+ countries
inspired 30,000+ participants worldwide
trainers experience 300+ years

The course gave me a clear view of all the topics. The case studies and the overall organisation of the trainer helped me understand better and was very effective. Hope we meet again during other courses.”

Megi, Albpetrol

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Inspiring Training
The MDT Way

Our creative, interactive and relevant sessions ensure participants are actively engaged from the outset, ready to apply what they have learnt as soon as they are back at their desks.

We work closely with our clients and participants to ensure the style of delivery for each course compliments the wide variety of individual and professional experience as well as the cultural diversity of our clients around the world.

Each training programme uses a combination of instruction, worked examples, multimedia, case studies and group discussion which embeds the practical application of our course principles in relation to the upstream E&P sector.

Each participant will be encouraged to challenge exciting methodology as a starting point to positively affect processes and procedures in their own workplace. This in turn adds value by providing the platform for participants to engage with their peers providing informed opinion and valuable input to future commercial decisions.

Our more advanced training programmes use further, highly interactive workshops in which participants work in small teams to explore and analyse wide-ranging financial scenarios based on the realistic, computer-based simulation of various international exploration and production activities. This hands-on scenario-based approach enables brainstorming, creative thinking and deep embedded learning to take place.

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Focused and engaging training
where you need it

Over the years, we have taken our knowledge and expert course delivery to more than 80 countries. Wherever you need us, we’re ready to deliver.

We’re proud that MDT consistently receive extremely positive feedback from participants attending our courses.

That’s why organisations ranging from national and independent oil companies to major service companies, energy ministries, and regulatory authorities have entrusted their training needs to us.

Open courses

Our practical training courses are focused not only on growing professional knowledge, but also on accelerating career progression.

They’re founded on subject matter theory, of course, but encompass relatable examples, relevant case studies and up-to-the-minute industry developments.

Our open courses – offering a rich, multi-cultural learning environment – are about interaction and engagement.

And they’re delivered by trainers who share their own front-line experiences and insights to add an extra dimension to the learning experience.

In-house courses

Organisations around the world trust MDT International to develop and deliver in-house courses, where and when they’re needed.

We work with you to understand your business, your priorities and your challenges before we devise a focused training package. We can incorporate your own policies, procedures and data into course content as we create a course structure and format that precisely matches the needs of you and your employees.

All this with one strategic goal in mind: to build your in-house capabilities, enhance specialist knowledge and improve organisational performance.
Our Trainers
Inspiring the MDT way

Our trainers collectively possess over 300 years of experience in the energy industry and over 100 years of training delivery. They’re acknowledged experts in their specialist disciplines and shape course delivery to ensure participants get the most from the experience.

It’s how our trainers lead each course that makes the MDT difference. They do so with authenticity, integrity and enthusiasm. They engage and interact. They encourage discussion, debate and challenge. They share their own insights to add substance and depth to each and every course they lead.

In short, they do things the MDT way.

Our trainers deliver course content with care, precision and integrity. They equip participants with a broader knowledge - of the different disciplines and functions within an oil & gas organisation, of the wider industry, of their own professional experiences.

It’s not just about building knowledge. It’s about building confidence and empowering participants to challenge themselves and others, to articulate new ideas, to set new ambitions. It’s a value adding principle that benefits individuals - and their employers, who can harness these new capabilities to drive business performance.

To find out more about our trainers please visit: www.mdtinternational.com

“Very good case studies and relevant solutions enabling better handling of grey areas. Emphasis on preparation, communication and planning, improved learning.”

Ruchika, Vedanta
Introduction to the Oil & Gas Industry

This wide-ranging and practical industry overview covers each key phase of the exploration and production industry.

It offers oil and gas professionals the opportunity to gain a technical and commercial understanding of the industry fundamentals.

Who should attend?
This course is extremely popular with personnel from all sectors of the oil and gas industry – government agencies, authorities, operators, contractors and service companies. It is especially valuable for newcomers to the industry and non-technical personnel working in areas like HR, Finance, IT, Contracts and Administration or for those working one specific discipline who feel they could benefit from gaining a wider appreciation of the ‘big picture’.

What you will learn
• The scientific origins of oil and gas
• The commercial issues underpinning hydrocarbon exploration, development and production
• The role of government and its agencies
• Oil and gas terminology
• The technological process of exploration
• The technological process of drilling
• Understanding field development options
• The technological process of production
• The challenges of decommissioning

Length of course: 2 days
Course locations: Worldwide
Book this course online: mdtinternational.com

14 hours CPD accreditation

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Mastering Finance for Non-Financial Oil & Gas Personnel

This course allows personnel who don’t have a financial background to understand the basic principles, theory and practice of financial reporting and analysis as they apply to the oil and gas industry.

Who should attend?
This course is aimed at personnel at all levels and in all disciplines, who wish to develop a better understanding of finance and budgeting in order to become more effective in their jobs. Suggested attendees include:
• Managers and supervisors who wish to improve their understanding of financial reports and the use of financial information for strategic and day-to-day decision making
• Specialists in all disciplines who work with financial information
• All personnel with budget responsibility
• Advisers who make recommendations based on financial data

What you will learn
• How to interpret, understand and act on financial information
• Elements of financial management specific to the oil and gas industry
• A conceptual understanding of key E&P accounting topics including depreciation, reserves, decommissioning, and asset impairment tests

Length of course: 2 days
Course locations: Worldwide
Book this course online: mdtinternational.com

14 hours CPD accreditation

Learning about the oil and gas industry from a clear perspective and from trainers who have practiced within the field. It prepares our mentality and readiness to enter the field with practical knowledge rather than academic which is essential.”

Ola, Tatweer Petroleum

Great overview, increased confidence in looking at company accounts.”

Geoff, Oil & Gas Authority
Exploration & Production Accounting Level 1

This introductory-level course provides a comprehensive overview of international accounting and finance practices in the E&P industry.

It is particularly suitable for finance personnel who are new to the oil and gas industry or want to gain a broader understanding of oil and gas financial policy, joint venture and cost-control topic areas.

What you will learn:
• An overview of accounting policies and practices in the oil and gas industry
• An introduction to managing project, development and operating costs
• Understanding the accounting and financial management implications of exploring for and producing oil and gas
• The background to financial issues like joint ventures that are unique to the E&P industry, and their accounting treatment

Who should attend?
• Finance staff new to the industry who require a grounding in the various specialist discipline areas that typically comprise an oil and gas company finance function
• Finance personnel who are being developed for broader accounting and financial management responsibilities
• Audit and information systems staff who have frequent dealings with financial controls and systems
• Treasury and tax specialists who require a better understanding of E&P finance and accounting

Length of course: 3 days
Course locations: Worldwide
Book this course online: mdtinternational.com

21 hours CPD accreditation

Not being an accountant, I wasn’t sure what to expect from this course, but it has clarified a lot and has given me a general understanding that will help me when liaising with AP, JV accountants, finance etc.”

Rita, Premier Oil

Exploration & Production Accounting Level 2

The aim of this training course is to raise to an intermediate level your knowledge and understanding of international E&P finance and accounting.

This is achieved by in-depth examination of international practices and current developments across a broad range of relevant topics. You are encouraged to challenge existing methods as a basis for reviewing procedures and introducing improvements in your own workplace.

What you will learn:
• Enhance your knowledge of accounting and reporting issues unique to the E&P industry with emphasis on the application of International Financial Reporting Standards (IFRS)
• Improve your understanding of the accounting and reporting of Sales Revenue, Farm In/Farm Out, and Carried Interest
• Enhance your knowledge of Production Sharing Contracts and Joint Venture Accounting issues including Unitisation & Redetermination
• Improve your knowledge of the Corporate Budget and Planning process including a review of Key Performance Indicators and Company Strategy
• Raise your awareness of the E&P business activity for which we are accounting and reporting.

Who should attend?
We recommend that, to derive maximum benefit from this course, you should first attend our predecessor Level 1 course. Otherwise, this course is suitable for personnel with a good foundation knowledge in exploration and production accounting.

Length of course: 5 days
Course locations: Worldwide
Book this course online: mdtinternational.com

35 hours CPD accreditation

Impressed with the course content as it improved on what was discussed in Level 1. The course exercises gave more insight and made the notes practical. I enjoyed the course, had objectives achieved and will surely recommend it to anyone who wants to understand the industry.”

Susana, GNPC
Exploration & Production Accounting Level 3

This highly interactive workshop is aimed at those who wish to take their E&P accounting skills to a more advanced level than our introductory course, E&P Accounting – Level 1, and our intermediate course, E&P Accounting – Level 2. It will help equip you for more demanding analytical roles within your organisation.

Length of course: 5 days

Course locations: Worldwide

Book this course online: mdtinternational.com

35 hours CPD accreditation

What you will learn

At the end of this workshop you will be able to:

• Carry out and manage the day to day financial accounting activities associated with participation in E&P joint ventures
• Prepare, analyse and present information for effective financial reporting
• Understand the impact of a comprehensive range of activities on the financial statements of an upstream oil and gas company
• How to practically apply IFRS in accounting for a wide range of typical oil and gas industry activities

Training Method – Scenario Based Learning

Learning centers around highly realistic E&P company scenarios. A computer-based simulation is used to plan, record and report the progress of your company through several years of international E&P activities. Teams of 2-3 people participate in the financial management of these activities, including Operator and Non-operator accounting, recording of transactions, updating of financial statements and analysis of results. The highly interactive laptop based scenario approach will enable you to follow the impact of each activity from initiation through to final results and analysis of company performance.

Very comprehensive training. Manner of training is perfect, learning while enjoying!”

Leah, Lukoil

Auditing in the Exploration & Production Industry

Given the scale of the expenditures involved in the Exploration and Production industry, improving your audit skills has the potential to save huge sums of money and to drive efficiencies.

This highly interactive training workshop is designed to improve the understanding and skills of those involved in the Financial and Contractual Auditing of Oil & Gas Exploration and Production activities, with a focus on aspects which are unique to the E&P business.

Length of course: 5 days

Course locations: Worldwide

Book this course online: mdtinternational.com

35 hours CPD accreditation

What you will learn

• how the application of a structured approach to E&P auditing can safeguard your company’s assets and add value to the bottom line
• the importance of knowing and understanding the key contractual documents related to E&P activity;
• the importance of developing your knowledge and understanding of the underlying E&P business activity for which you are auditing

This is a very interactive course delivered by a trainer with over 30 years of hands-on E&P industry experience. Much of the key learning will be gained by the consistent use of highly realistic and detailed industry-based exercises and case studies.

The course is really useful in helping improve how my company deals with auditing and the way the accounting is done.”

Caroline, Petrobras
Economics, Mergers, Acquisitions & Divestments Courses

Petroleum Project Economics & Risk Management

This highly interactive and scenario-based training programme is designed to provide you with the ability to apply a structured approach to project justification, investment appraisal and decision making in the upstream petroleum business.

What you will learn

- Apply economic and risk management evaluation tools for oil & gas project proposals
- Identify and quantify key uncertainties during field development and full life cycle economics
- Calculate the economic and financial viability of expenditure proposals projects under risk conditions
- Develop a structured approach to measuring, managing and combating commercial risk
- Assess the ranking of alternative projects
- Prepare convincing project proposals in a way that will win management, partner and government approval
- Improve project and business outcomes

Who should attend?

This introductory to intermediate level workshop is aimed at those with little or no previous project investment appraisal experience. Recent attendees who have benefitted from this training include:

- Explorationists and petroleum/reservoir engineers
- Asset managers, project managers and facilities engineers
- Information systems managers and project leaders
- Management accountants, finance and contracts specialists
- Government and advisory executives
- Service/supplier companies staff

Length of course: 5 days
Course locations: Worldwide
Book this course online: mdtinternational.com

35 hours CPD accreditation

“...The knowledge gained from the course, as well as the examples, is world class!"  
Abdulrazzaq, KOC

Mergers, Acquisitions & Divestments in the Oil & Gas Industry

This training course combines the key theoretical principles of mergers and acquisitions with their practical application to the upstream oil and gas industry environment.

It seeks to take participants on a journey through the MA&D process building key skills in corporate finance, M&A strategy, valuation, due diligence, financing, negotiation, deal execution and integration. The process is looked at both from a corporate and asset deal perspective, and also the viewpoints of both buyers and sellers.

What you will learn

- Understand the MA&D execution process including all the various stages and what is involved
- Be able to understand the main elements of transaction documentation including SP&A agreements and know what the usual broad range of negotiated outcomes are
- Be able to plan an MA&D integration project assuming the successful completion of a transaction

Who should attend?

This introductory course has been designed to cater for participants from a range of backgrounds including from commercial, technical, corporate/business development functions as well as economists, strategy managers, lawyers and finance professionals.

Length of course: 5 days
Course locations: Worldwide
Book this course online: mdtinternational.com

35 hours CPD accreditation

Full details of the course content is available on our website: www.mdtinternational.com
Contracts Strategy & Management

Developing your own effective procurement and Supply Chain Management (SCM) strategy can make valuable quantifiable contributions to your company’s performance.

This practical 5-day course shows you how to adopt a “best-practice” model and outlines the latest thinking in upstream petroleum industry procurement.

What you will learn
- To develop and implement a highly effective procurement strategy and plan for your organisation to reduce the overall cost of purchasing
- Manage your supply chain in order to deliver maximum value at minimum cost
- Develop and implement a best practice process for the management of contracts and the supply chain
- Adopt innovative ways to select contractors and prepare tender documents
- Choose the type of contract and compensation terms that best achieves the contract’s objectives
- Prepare tender evaluation criteria and evaluate a tender submission
- Manage contract risk

Who should attend?
This course is aimed at personnel at all levels and in all disciplines who have responsibility for and involvement in the entire procurement process. This includes line operational managers and specialists (the “end users”), as well as contracts managers and contracts specialists.

Length of course: 5 days
Course locations: Worldwide

Book this course online: mdtinternational.com

35 hours CPD accreditation

International Oil & Gas Exploitation Contracts

This course draws widely on industry case studies and realistic examples to deliver a broad-based, practical introduction to managing oil and gas exploration, development and production contracts.

What you will learn
- The structure and benefits of different types of international contracts for petroleum exploration, development and production
- Key elements of oil and gas exploitation contracts
- How to structure the agreement(s) to meet your company’s needs
- The different needs and expectations of national and international oil and gas companies
- An understanding of non-financial elements and their impact on economics and profitability
- How to identify and manage appropriately the risks and opportunities in the contract terms
- To differentiate between oil and gas exploitation and marketing issues involved in gas contracts
- How to model the changing parameters in a typical PSC

Who should attend?
This course is aimed at professional oil and gas company personnel at all levels and in all disciplines, including business development; contract negotiations; business analysis; strategic planning; joint-venture representation; and investment in petroleum projects. It also offers an in-depth general understanding of international oil and gas exploitation contracts.

Length of course: 5 days
Course locations: Worldwide

Book this course online: mdtinternational.com

35 hours CPD accreditation

A very interactive course with lots of real-life examples which reflect the subject matter in a more memorable and understandable way.”
Ekaterina, Schlumberger

“The contents within the training exceeded my expectations, and I appreciated the dynamic methods used in class.”
Janete, JDA Sao Tome & Principe
Negotiation Skills for the Oil & Gas Industry

This practical course, which includes realistic exercise and role-play scenarios, will help you improve your international business communication and influencing skills and project a more professional image.

What you will learn
• How to plan and prepare for negotiations
• Recognise the vital steps in a negotiated settlement and to exhaust one step before proceeding to the next
• Improve your communication skills to achieve better results
• Resolve impasse and handle difficult negotiations
• Negotiate in teams
• Negotiate in an international petroleum environment taking into account cultural differences

Who should attend?
This introductory to intermediate level workshop is aimed at those with little or no previous negotiating experience and who wish to increase their negotiating confidence. It is suitable for those involved in commercial and inter-personal negotiations.

Length of course:
5 days

Course locations:
Worldwide

Book this course online:
mdtinternational.com

35 hours CPD accreditation

International Business Communication Skills

This introductory to intermediate level workshop is aimed at those with little or no previous negotiating experience and who wish to improve their business communication and influencing skills, and in the process project a more professional image.

What you will learn
• The business communication skills required by international managers
• How to assess the effectiveness of your international communication skills and opportunities for development
• The key principles for successful international communication
• How to communicate more effectively (orally and in writing) in order to achieve your objectives
• How to increase your effectiveness in leading and participating in international business meetings
• How to write business proposals and reports which persuade clients and colleagues towards your point of view
• How to deliver successful business presentations to an international audience

Who should attend?
This course is aimed at managers and professionals working in an international environment who want to improve their business communication and influencing skills, and in the process project a more professional image.

Length of course:
5 days

Course locations:
Worldwide

Book this course online:
mdtinternational.com

35 hours CPD accreditation

“Excellent delivery of course content with relevant examples which improved my knowledge on the topic.”

Williams, Midwestern O&G

“Lessons learnt from the role play will help me a lot in future negotiations.”

Titus, Seplat Petroleum

Contracts, Purchasing & Negotiation Courses

Communications, Leadership & Management Courses

Full details of the course content is available on our website:
www.mdtinternational.com
Communications, Leadership & Management Courses

Leadership & People Management Skills

As international companies move towards a flatter, team-based structure, supervisors and team leaders need to learn to combine fulltime operational responsibilities with leadership roles.

This practical activity-based course is aimed at developing essential leadership and people management skills in people who are relatively new to this demanding role.

Length of course: 5 days
Course locations: Worldwide
Book this course online: mdtinternational.com

What you will learn
• Prepare and make the adjustments necessary for a smooth transition into leadership
• Assess your own leadership capabilities, challenges and potential growth areas
• Manage yourself and your time more effectively to achieve your goals
• Develop SMARTer goals and Action Plans
• Apply effective communication techniques and conduct productive business meetings
• Motivate and encourage ‘team spirit’ among your staff
• Develop delegation skills and assignment Action Plans
• Develop coaching skills and use effective coaching techniques to improve staff performance
• Use a systematic problem-solving and decision-making approach
• Manage conflict and stress constructively

What should attend?
Managers and professionals working in an international and/or multi-cultural environment who have several years’ experience of management and want to improve their people management and communication skills.
This course is also suitable as a refresher programme for experienced managers. The course is also an ideal choice for those who have previously attended MDT’s Leadership and People Management course.

35 hours CPD accreditation

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35 hours CPD accreditation

The course was very useful and fruitful for me, especially gaining the management skills to have responsibility and to lead staff.”
Aisha, KOC

Advanced Leadership and People Management Skills

This practical leadership course will help experienced managers to achieve business goals by enhancing people management skills.

What you will learn
• Identify the key competencies and skills required by international managers
• Assess your own levels of competence in business skills, personal effectiveness and relationship management
• Increase your personal effectiveness in critical areas including project planning, cross-cultural communication, and professional development
• Develop your skills in critical areas of people management: networking with and influencing others, project team management, conducting performance reviews, promoting staff development through training/coaching/mentoring and leading people through organizational change
• Plan for your own leadership and professional development through the organization

Length of course: 5 days
Course locations: Worldwide
Book this course online: mdtinternational.com

Communications, Leadership & Management Courses

Full details of the course content is available on our website: www.mdtinternational.com
Introduction to Well Decommissioning

The overall objective of this course is to provide delegates with an introduction to the basic technical aspects of well decommissioning and how this activity fits into oil and gas decommissioning projects overall.

It is delivered by one of Well Decom’s Directors, all of whom have extensive well engineering and decommissioning experience, mostly with Operating companies.

What you will learn
The course will focus on how and why wells are decommissioned and will highlight the risks and uncertainties faced by engineers and how this can impact on the financial performance of a decommissioning project. New and emerging technologies and techniques will also be covered to consider where improved performance in well abandonment techniques may emerge in the future.

Who should attend?
This course is intended primarily for non-technical staff (of all disciplines) and Managers looking for an overview of what well decommissioning involves, how costs are estimated and how well work fits into the overall decommissioning process.

Length of course: 1 day
Course locations: Worldwide
Book this course online: mdtinternational.com

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Length of course: 1 day
Course locations: Worldwide
Book this course online: mdtinternational.com

Well Decommissioning: Principles & Practice

The overall objective of this course is to provide practising engineers with the tools to tackle well decommissioning projects or campaigns.

It is delivered by one or more of Well Decom’s Directors, all of whom have extensive well engineering and decommissioning experience, almost exclusively with Operating companies.

What you will learn
The course will focus on engineering best practice and you will learn how industry guidelines are implemented in both the planning and execution of decommissioning projects. You will become familiar with associated risks and uncertainties and begin to feel confident about how to manage these in the planning stage and deal with them as you progress to the operational phase. The selection of technologies and techniques for a wide range of well scenarios will also form an important part of this comprehensive technical course.

Who should attend?
This course is intended primarily for technical staff (of all disciplines) not already accustomed to P&A activities or unfamiliar with industry guidelines and regulations. The course is also suited to Technical Management requiring an in-depth appreciation of the challenges associated with decommissioning and insight into the meaning and importance of relevant regulation, guidelines and standards.

Length of course: 3 days
Course locations: Worldwide
Book this course online: mdtinternational.com

7 hours CPD accreditation

“
The trainer had excellent knowledge which makes it easier to understand topics. My level of understanding on decommissioning has increased.”
Joanne, Centrica

21 hours CPD accreditation

Full details of the course content is available on our website: www.mdtinternational.com
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We can incorporate your own policies, procedures and data into course content as we create a course structure and format that precisely matches the needs of you and your employees.

All this with one strategic goal in mind: to build your in-house capabilities, enhance specialist knowledge and improve organisational performance.

To find out more about our in-house courses please visit: www.mdtinternational.com

How do we succeed on your behalf?

For us, it’s about creating - and sustaining - a training connection. Many participants keep in touch with their trainer and with MDT long after their course is over.

To us, each trainee is more than just another face in the training room. They’re professionals with their own goals and ambitions.

Our job is not only to support them; it’s to inspire them.

Drew Leitch, Managing Director

The trainer is very knowledgeable. There were lots of exercises, scenarios, and cases to work on. Very interesting course and very much required for my job.”

Eniola, Addax

Overall, the course has been very instrumental in imparting information about the oil and gas industry I was previously unaware of. It has had a highly positive impact on me.”

Audo, Ministry of Finance

Very engaging and kept me interested throughout, I felt I learned a lot from this course.”

Joynul, Mitsui E&P

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Organisations around the world trust MDT International to develop and deliver in-house courses, where and when they’re needed.

Superb! Many “Ahh!” moments when I finally understood certain E&P concepts and principals.”

Yong Al Min, Petroleum Brunei

Excellent content and the trainer has great experience and used many examples during the course.”

Salma, KPC

A topic which can be very dry was brought to life with excellent real-life examples.”

Fiona, Repsol Sinopec

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