PM051: Local Content Management in the Oil and Gas Industry
Training Description:

Local content is the development of local skills, oil and gas technology transfer, and use of local manpower and local manufacturing. This Local Content Management in the Oil and Gas Industry training seminar will discuss the business benefits of developing the primary components of a local content strategy, including building local workforce and supplier capacity, integrating local content with business plans and successfully monitoring the programmes. Whether you are developing your policy now or want to scale up your local content models, you will get practical insight into what works best for your region.

The training course will equip you with the understanding and delivering local content in relation to oil and gas projects. It aims at assisting you to build local workforce and supplier capacity and implementing and sustaining successful local content strategic plans. Furthermore, the training will offer oil and gas business practical advice on how they can realize the potential value of local content; and to offer all stakeholders suggestions on ways to help create shared value through local content development.

The course will discuss:

➢ Key-factors in the local content provisions
➢ Exploring a number of themes, including skills development programmes and local content performance management
➢ Identify and assess the impact of local content provisions over the execution of an oil field development project
➢ Participate in the elaboration of a local content management plan
➢ Negotiation of local content provisions applicable to a given contractual contracts

Training Objectives:

This training course will enhance your ability to identify and determine and manage local content strategies in the oil and gas business. It will boost your skills in mastering the implications of local content provisions over the execution of an oil field development project, mainly in terms of procurement and personnel management.

By the end of the training, participants will be able to:

✓ Identify the key-factors in the local content provisions applicable to a given contractual context, and assess their impact over the execution of an oil field development project,
✓ Participate in the development and implementing of local content strategy and execution of a local content management plan, take part in a procurement contract tendering, negotiation and follow-up, take into account the impacts of lc provisions on workforce management.
✓ Manage local content regulations and requirements in key oil and gas producing nations around the world
✓ Understand the latest updates to local content calculation methodology and its impact to your projects and planning
✓ Participate in the elaboration of a local content management plan
✓ Learn how to significantly improve your management of local content internally and across your supplier base
Personal Impact
Team members will learn and have the opportunity to practice techniques for:
- Evaluating key elements of local content between regulations, industrial policy, commercial interests and sustainable development
- State of play on local content regulations around the world including Brazil, Nigeria, Kazakhstan, Indonesia, Australia and China amongst others
- Formulating contracting strategies that match local capabilities
- Simulated tender evolution of local content
- The mechanics of local content
- Reviewing and setting metrics for measuring and reporting Local Content Performance

Organizational Impact
Success can be learned, and failures avoided, by examining others’ experience. Throughout this training course, we draw on practical examples of best practice and well-documented failures to maximize your team’s chances of success. Through practical examples, open discussion and interactive exercises, your team can gain the skills and confidence to deal with Local Content Management in the Oil and Gas Industry within your organization.

Training Designed for:
This course is intended for managers from the Oil & Gas sector (National Oil Companies (NOCs), regulation authorities, ministries) or from International Oil Companies (IOCs) having to deal or operate under a local content environment and contractual provisions. Local Content Manager, Capacity Building Officers, Human Resource Managers, Operations & Logistics Managers, Supply Chain & Procurement Managers, Planning & Strategy Managers, Project Managers, Government Officials, Legal & Contract Managers, Business Development Managers.

Training Program:

**DAY ONE:**
- PRE-TEST
- Introduction to Local Content in the Oil and Gas Industry
  - Oil and Gas Industry: Setting the Scene
  - What is Local Content?
  - Understanding the context and current overview of major themes in local content laws and regulation
  - Company Perspectives
    - The Role of International Oil Companies
    - The Role of National Oil Companies

**DAY TWO:**
- Local Content in Procurements and Contracts
  - Understanding the underlying concepts local content policy provisions applicable in the oil & gas business
  - How to make quick wins in: procurement of goods and services from local suppliers, employment and development of local workforce, knowledge and technology transfer.
• Building and Developing Human Capacity
• Developing Oil and Gas Industry Capacity
• Building A Globally Competitive Supplier Base: Focusing on Community Participation In The Supply Chain
• Procurement and Contract Strategy

**DAY THREE:**

❖ Developing A Local Content Plan
  • How to approach A National Content Plan
  • A Closer Look At two case studies
  • Content Implementation
    o Implementation, Measurement and Monitoring of Local Content
    o Group Session: Local Content Strategy from A Company Perspective
    o Corporate Social Responsibility (CSR)
  • Local content agenda, targets, measures and mechanisms to meet local content requirements, monitor and implement targets performance of local content

**DAY FOUR:**

❖ Local Content Management Plan (LCMP)
  • Opportunities driving forces, issues, obstacles in nationalizing host countries workforce, challenges and their effective solutions of localization of workforce and suppliers for the satisfaction of local content requirements
  • Maximization of the commercial success of projects with local Content quick wins
  • Quick wins in supplier development and training of national suppliers and workforce
  • Challenges and opportunities
  • Managing expectations
  • Key factors in developing and implementing a local content strategy
  • Developing local content management plan (LCMP)
  • Incorporating local content in a contractual strategy
  • Key-factor and associated risks.
  • Setting up and management of a LCMP

**DAY FIVE:**

❖ Negotiation and Drafting of Local Content Provisions
  • Contract drafting and negotiation
  • Ways to measure local content
  • The balanced score card and other tools in local content
  • consequences of local content provisions on the execution of a procurement contract
  • Contractual strategy including impact on oil and gas contracts
  • Tendering process
  • Recommendation and awarding
  • Execution - control.
  • Impact of local content provisions on workforce management
  • Employment, Training, and Education

❖ Course Conclusion
❖ POST-TEST and EVALUATION
Training Requirement:

“Hand’s on practical sessions, equipment and software will be applied during the course if required and as per the client’s request”.

Please note that the above topics can be amended as per client’s learning needs and objectives. Further, it should be forwarded to us a month prior to the course dates.

Training Methodology:

This interactive training course includes the following training methodologies as a percentage of the total tuition hours:-

- 30% Lectures, Concepts, Role Play
- 70% Workshops & Work Presentations, Techniques, Based on Case Studies & Practical Exercises, Software & General Discussions
- Pre and Post Test

In this Local Content Management in the Oil and Gas Industry training course, our expert presenter draws on practical experience and extensive discussion with policy makers, Ministers, law officers, private sector contractors around the world. This training course blends presentations with practical case studies and interactive exercises to ensure that participants have ample opportunity to discuss, challenge and understand the key principles in Local Content Management in the Oil and Gas Industry.

Training Certificate(s):

Internationally recognized certificate(s) will be issued to each participant who completed the course.

Training Fees:

As per the course location - This rate includes participant’s manual, hand-outs, buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Note: The 5% VAT (Value Added Tax), will be effective starting 01st of January 2018 as per the new regulation from the UAE Government. The VAT applies for all quotation both for local and abroad.

Training Timings:

Daily Timings:

07:45 - 08:00  Morning Coffee / Tea
08:00 - 10:00  First Session
10:00 - 10:20  Recess (Coffee/Tea/Snacks)
10:20 - 12:20  Second Session
12:20 - 13:30  Recess (Prayer Break & Lunch)
13:30 - 15:00  Last Session

For training registrations or in-house enquiries, please contact:

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Training & Career Development Department