Training Course on Due Diligence in Petroleum Business Development

Professional Development Training Course Outline

Category	Oil and Gas	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

The petroleum industry operates within a complex, high-stakes global environment where risk mitigation, legal compliance, and strategic investment are critical to business success. Our *Due Diligence in Petroleum Business Development* training equips professionals with the tools and insights to evaluate upstream, midstream, and downstream operations, mergers, acquisitions, and strategic partnerships with a keen focus on regulatory, environmental, financial, and geopolitical considerations.

This industry-specific course addresses the pressing need for robust due diligence practices amid evolving energy policies, ESG (Environmental, Social, and Governance) requirements, and technological shifts. Leveraging real-world scenarios and expert-led instruction, participants will gain deep expertise in assessing operational risks, asset integrity, legal frameworks, and investment viability within petroleum markets.

Programme Curriculum

Training Course on Due Diligence in Petroleum Business Development

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Course Duration

5 days

Course Objectives

1. Understand the **fundamentals of due diligence** in petroleum investments.
2. Identify **regulatory and compliance requirements** in the oil and gas sector.
3. Conduct **financial risk analysis** and asset valuation in petroleum deals.
4. Assess **environmental, social, and governance (ESG) compliance** for projects.
5. Evaluate **technical and operational risks** in exploration and production.
6. Analyze **M&A strategies** and portfolio optimization in petroleum business.
7. Develop **legal due diligence checklists** and contract review protocols.
8. Explore **market intelligence** and geopolitical risk factors in oil trading.
9. Enhance decision-making with **data-driven due diligence practices**.
10. Strengthen understanding of **cross-border petroleum transactions**.
11. Implement **digital transformation tools** in due diligence processes.
12. Develop **risk mitigation frameworks** for petroleum business development.
13. Ensure **stakeholder engagement** and communication strategies during deals.

Organizational Benefits

- Reduced exposure to regulatory, legal, and financial risks
- Increased efficiency in evaluating investment opportunities
- Enhanced reputation through sustainable and ethical decision-making
- Improved alignment with global ESG and compliance standards
- Empowered teams with strategic, data-driven due diligence skills

Target Participants

1. Petroleum Business Development Managers
2. Investment and M&A Analysts in Oil & Gas
3. Regulatory Compliance Officers
4. Project Finance Managers
5. ESG and Sustainability Officers
6. Legal Advisors in the Energy Sector
7. Risk Management Professionals
8. Petroleum Engineers in Strategic Roles

Course Outline

Module 1: Introduction to Due Diligence in Petroleum

- Key principles and processes
- Sector-specific due diligence vs. general practice
- Understanding upstream, midstream, downstream sectors
- Importance of regulatory alignment
- Strategic value of due diligence

Module 2: Legal and Regulatory Compliance

- Review of oil & gas licensing laws
- Contract law and joint ventures
- Legal red flags in acquisitions
- Anti-bribery and corruption controls
- Local vs. international compliance

Module 3: Financial and Tax Due Diligence

- Valuation methodologies
- Tax exposure in global operations
- Profit-sharing and royalty analysis
- Hidden liabilities and forensic audits
- Financial modeling tools

Module 4: Technical Due Diligence

- Asset verification and reserves certification
- Equipment and facility inspections
- Operational efficiency audits
- Maintenance and lifecycle analysis
- HSE compliance metrics

Module 5: ESG and Sustainability Assessment

- Environmental impact assessments
- Social license to operate
- Governance best practices
- Climate risk reporting
- Integrating ESG into investment strategy

Module 6: Strategic Risk Analysis

- Political risk mapping
- Scenario planning and simulation
- Crisis management protocols
- Stakeholder engagement risk
- Market volatility assessments

Module 7: Mergers, Acquisitions & Deal Structuring

- M&A trends in petroleum
- Target screening and selection
- Transaction structuring techniques
- Post-deal integration challenges
- Negotiation best practices

Module 8: Digital Tools & Future Trends

- AI & data analytics in due diligence
- Blockchain for transparency
- Virtual data rooms (VDRs)
- Automation in document review
- Predictive analytics for deal-making

Training Methodology

- Case studies from global petroleum deals
- Interactive group discussions
- Expert-led lectures and guest speakers
- Simulation-based exercises and role-playing
- Assessments and action planning sessions

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

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