PETROLEUM POLICY & ECONOMICS



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TRAINING CENTER

GENTEX Training Center LLC | Orlando - FL, USA
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Introduction

Petroleum Policy & Economics Training Course prepares government, national oil company and industry professionals to design and evaluate petroleum policy in an economic framework. Participants learn how states set fiscal terms, licence acreage and regulate upstream activity, and how those choices affect investment and government revenue. The programme covers petroleum fiscal systems, licensing rounds, resource management, contract design and economic evaluation. Furthermore, it addresses energy transition policy, local content, environmental obligations and fiscal stability. As a result, delegates can build policy positions that attract investment while protecting the public interest. Gentex Training Center delivers the programme through policy workshops and economics case work.

Petroleum Policy & Economics Course Objectives

- Explain petroleum policy objectives and the instruments governments use.
- Compare concession, production sharing and service contract systems.
- Design licensing rounds, bid criteria and acreage management rules.
- Apply fiscal terms including royalty, cost recovery and profit oil split.
- Calculate government take, contractor take and effective tax rates.
- Evaluate fiscal attractiveness against resource quality and above-ground risk.
- Assess local content, employment and industrial development policy.
- Apply environmental, decommissioning and climate policy requirements.
- Analyse fiscal stability, renegotiation and change-in-law risk.
- Build policy analysis and present recommendations to decision makers.

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Course Methodology

The course combines policy briefings with modelling workshops and comparative case studies. Participants compare fiscal systems, model government take and prepare a policy option paper. In addition, structured peer review and group debate sharpen policy judgement, and each day closes with an applied policy task.

Who Should Take This Course

- Government petroleum ministry and licensing officials.
- National oil company strategy, commercial and planning staff.
- Petroleum economists, fiscal analysts and advisers.
- Regulators overseeing upstream and downstream activity.
- Industry government affairs and negotiation teams.
- Consultants, academics and advisers on petroleum policy.

Petroleum Policy & Economics Course Outlines

Day 1: Petroleum Policy Objectives and Instruments

- Policy objectives: revenue, investment, security of supply and sustainability.
- Policy instruments: fiscal terms, licensing, regulation and state participation.
- Roles of ministries, regulators, national oil companies and parliaments.
- Resource management principles and depletion policy.
- Licensing rounds, direct negotiation and open acreage systems.
- Institutional capacity and governance requirements.
- Workshop: mapping policy instruments to stated objectives.

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Day 2: Fiscal Systems and Contract Design

- Concession, production sharing and service contract systems compared.
- Royalty, cost recovery ceilings and profit oil split mechanics.
- Carried interest, state participation and equity sharing.
- Petroleum income tax, additional profits taxes and ring-fencing.
- Marginal field incentives and incremental project terms.
- Fiscal design for frontier, mature and unconventional resources.
- Workshop: modelling a fiscal system and calculating government take.

Day 3: Licensing, Contracting and Regulatory Policy

- Bid criteria, signature bonuses and work programme commitments.
- Licence terms, relinquishment and extension provisions.
- Local content requirements and their economic effects.
- Transfer, farm-out and change of control approvals.
- Regulatory policy for safety, environment and decommissioning.
- Dispute resolution, stabilisation clauses and arbitration.
- Workshop: designing licensing criteria for a competitive round.

Day 4: Economic Evaluation and Comparative Analysis

- Project economics and the use of NPV, IRR and government take metrics.
- Comparative fiscal analysis across countries and contract types.
- Progressivity, regressivity and risk sharing in fiscal design.
- Above-ground risk, above-ground cost and investment attractiveness.
- Break-even price analysis and marginal field viability.

- Fiscal stability risk and renegotiation history.
- Workshop: comparing three fiscal regimes on one field profile.

Day 5: Energy Transition, Reform and Policy Communication

- Climate policy, emissions reduction and petroleum demand outlook.
- Subsidy reform, pricing policy and domestic energy markets.
- National oil company reform and portfolio strategy.
- Sovereign wealth funds and revenue management policy.
- Preparing policy option papers and impact assessments.
- Presenting and defending policy recommendations to stakeholders.
- Workshop: presenting a petroleum policy recommendation before a review panel.

Conclusion

By successfully completing Petroleum Policy & Economics Training Course, participants will have acquired the knowledge to design, evaluate and defend petroleum policy positions. They will understand fiscal systems, licensing and contracting, economic evaluation, local content and transition policy, and they will know how to present options that balance investment attraction with public benefit. As a result, delegates strengthen policy quality and negotiation capability. Gentex Training Center builds the programme around current petroleum policy practice.

FAQs for the Petroleum Policy & Economics course

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Q1 What is the "Petroleum Policy & Economics" course about?

It covers how governments design petroleum policy and how those choices are evaluated economically. You learn fiscal systems, licensing and contracting, government take calculation, local content, transition policy and comparative fiscal analysis, with practical modelling.

Q2 What are the key benefits of the "Petroleum Policy & Economics" course?

You gain the ability to evaluate fiscal terms and licensing conditions on evidence rather than precedent. You also improve negotiation positions, compare regimes fairly, quantify government take accurately, and present policy options that withstand scrutiny from investors, ministries and legislatures.

Q3 What skills will I gain from the "Petroleum Policy & Economics" course?

You will gain petroleum fiscal system analysis and design, licensing and contracting policy development, petroleum economics and government take calculation, and policy evaluation, comparative analysis and stakeholder communication.

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Q4 What tools, methods, or standards are covered in the "Petroleum Policy & Economics" course?

The course covers concession, production sharing and service contract models, royalty and cost recovery ceilings, profit oil split and sliding scales, petroleum income tax and additional profits taxes with ring-fencing, government take and effective tax rate calculation, bid criteria and work programme commitments, local content requirements, stabilisation and change-in-law clauses, NPV and IRR project economics, break-even price analysis, and comparative fiscal regime benchmarking.

Q5 How is the "Petroleum Policy & Economics" course applied in real-world practice?

Graduates apply it to prepare licensing rounds and bid criteria, model fiscal terms and government take on new acreage, evaluate renegotiation requests, assess incremental project incentives, design local content and decommissioning policy, compare regimes for investment decisions, and present policy options to ministries, parliaments and industry stakeholders.