

KPI Design for Petroleum Operations: Cost per Barrel

Training Course

OGI-1142 · 5 days · 15 CPD hours · English

Overview

KPI Design for Petroleum Operations is a specialised corporate training course from [Institute For Oil & Gas Training](#) focused on converting petroleum operating data into meaningful financial and operational performance measures. The course develops practical capability in designing, interpreting and applying KPIs such as operating cost per barrel, lifting cost, capital efficiency ratio, production uptime and availability, finding and development cost, reserve replacement ratio, days sales outstanding and cash call turnaround.

Oil and gas organisations operate across complex asset portfolios where production performance, expenditure control, capital allocation, working capital and reserves management are closely connected. A KPI that reports production without showing the associated cost does not provide sufficient management insight. Similarly, a cost indicator without production context does not explain whether operational spending is creating sustainable value. Effective KPI design therefore requires an integrated understanding of petroleum operations, financial analysis, production economics, asset performance and management reporting.

This course addresses the skills gap between operational data collection and executive-level performance interpretation. Participants examine how to construct KPIs with clear definitions, reliable data sources, appropriate calculation methods, ownership responsibilities, reporting frequencies and decision-use criteria. The focus is on creating performance measures that support management decisions rather than simply increasing the volume of information contained in dashboards.

Operating cost per barrel is examined as a core measure for understanding production economics and cost competitiveness. Participants distinguish between different operating cost components and assess how production volumes influence unit cost. Lifting cost is explored in relation to field operations, production infrastructure, maintenance requirements, energy consumption and operating expenditure. These measures provide a foundation for understanding how changes in operational performance affect financial outcomes.

The course also addresses capital efficiency ratio and the relationship between capital expenditure, production capacity, reserves and economic performance. Participants learn how to connect capital deployment with measurable operational outcomes and how to identify KPIs that support capital allocation discussions. Finding and development cost is considered alongside reserve replacement ratio to strengthen understanding of upstream investment performance and the relationship between expenditure, reserves and future production potential.

Production uptime and availability receive specific attention because equipment reliability and production continuity have a direct influence on unit cost and asset value. ISO 14224 provides an internationally recognised basis for collecting reliability and maintenance data within petroleum, petrochemical and natural gas operations and includes data relevant to availability and production performance.

The financial performance dimension extends into working capital and cash management. Days sales outstanding provides visibility into receivables performance, while cash call turnaround supports understanding of the speed and discipline of cash funding processes in joint venture and operated environments. These measures are connected with broader cash conversion, forecasting and financial control considerations.

Benchmark comparison is another central theme. Participants learn how to compare KPI results against historical performance, approved plans, internal targets, peer information and appropriate industry benchmarks while recognising differences in asset maturity, production mix, field characteristics and operating structures. The objective is not to copy a benchmark but to understand the drivers behind performance differences and establish a meaningful basis for management action.

The course also examines KPI governance. A well-designed KPI requires a consistent definition, calculation logic, data owner, accountable business owner, reporting frequency and escalation process. Participants consider how poor definitions create conflicting interpretations between finance, production, maintenance, engineering and management teams. They develop approaches for ensuring that KPI terminology remains consistent across operational reports, financial reports and executive dashboards.

The financial reporting dimension includes consideration of exploration and evaluation expenditure. IFRS 6 Exploration for and Evaluation of Mineral Resources addresses financial reporting for exploration and evaluation costs relating to resources including oil and natural gas. This provides an important reference point when discussing the relationship between financial information, exploration expenditure and petroleum performance measures.

Institute For Oil & Gas Training delivers the course for professionals who need to turn petroleum performance information into commercially relevant insight. The content is designed for upstream, midstream and integrated oil and gas environments where management decisions depend on reliable indicators of cost, production, capital efficiency, asset availability and cash performance.

Objectives

- Design KPI frameworks aligned with petroleum operational and financial objectives
- Define operating cost per barrel using clear cost and production boundaries
- Analyse lifting cost and identify the operational drivers behind changes in unit cost
- Develop capital efficiency ratio measures that connect investment with operational outcomes
- Evaluate production uptime and availability using structured performance information
- Analyse finding and development cost as an indicator of upstream investment performance
- Interpret reserve replacement ratio in the context of reserves, investment and future production

- Develop days sales outstanding measures for receivables and working capital monitoring
- Assess cash call turnaround as part of petroleum cash management and financial control
- Establish appropriate KPI ownership across finance, production, engineering and maintenance functions
- Create KPI definitions that support consistent reporting across departments and assets
- Establish reporting frequencies and escalation thresholds for management information
- Use benchmark comparison to investigate performance differences and identify improvement priorities
- Distinguish operational, financial and strategic KPIs within a petroleum performance framework
- Link production performance with expenditure, capital efficiency and cash outcomes
- Improve the quality and consistency of management dashboards
- Identify weaknesses in KPI data quality, calculation logic and reporting governance
- Communicate KPI results clearly to operational managers, finance leaders and senior executives
- Use historical trends, plans and benchmarks to support performance analysis
- Develop integrated performance measures that support evidence-based petroleum management decisions

Training methodology

Institute For Oil & Gas Training uses a practical corporate delivery approach that connects KPI concepts with realistic petroleum business situations. The course combines instructor-led analysis, case studies, financial exercises, operational scenarios, group discussions, KPI design workshops and performance interpretation activities.

Participants work through realistic scenarios involving production volumes, operating expenditure, maintenance costs, capital expenditure, reserves, receivables, cash calls and operational availability. These exercises demonstrate how the same underlying data can generate different management conclusions when KPI definitions, boundaries or calculation methods are inconsistent.

Case studies focus on the management questions that petroleum organisations face when reviewing operational performance. Participants analyse why operating cost per barrel has changed, determine whether production availability is affecting unit cost, investigate capital efficiency and assess the relationship between finding and development expenditure and reserve replacement.

Group exercises focus on KPI architecture. Participants define the purpose of a KPI, identify the data required, establish the calculation logic, determine reporting frequency and assign accountability. The exercises reinforce the principle that a KPI should support a specific management decision.

Financial and operational simulations provide opportunities to interpret monthly and quarterly performance. Participants review movements in production, expenditure and cash indicators and determine which measures require investigation. This approach strengthens the connection between data analysis and management action.

Benchmark comparison exercises help participants distinguish between simple variance reporting and meaningful performance analysis. Differences between assets are considered in terms of production profile, infrastructure, operating environment, field maturity and expenditure structure.

The methodology also includes cross-functional discussion because petroleum KPIs frequently span multiple departments. Finance teams require reliable operational inputs, while production teams need commercially relevant cost information. Maintenance teams influence availability and reliability, and management requires concise indicators that support resource allocation. The course therefore develops a shared language for discussing performance across business functions.

Organisational impact

A well-designed KPI framework gives oil and gas organisations a more consistent basis for controlling operational expenditure and evaluating asset performance. The course helps sponsoring organisations strengthen the connection between financial information and operational activity so that management reporting provides greater decision value.

Improved operating cost per barrel analysis supports clearer visibility of unit cost movements. Management teams can distinguish between changes caused by production volumes, operating expenditure, maintenance requirements, energy consumption and other cost drivers. This creates a stronger foundation for cost control initiatives.

Lifting cost analysis provides a structured approach to understanding the cost of maintaining production. Organisations can use this information to examine cost trends across assets, fields and production environments. It also supports more focused discussions between operations, finance and asset management teams.

Capital efficiency ratio design improves the visibility of capital deployment outcomes. Rather than reviewing capital expenditure as an isolated financial figure, organisations can assess investment alongside production capacity, asset performance and other relevant operational indicators. This strengthens capital performance discussions and supports more disciplined portfolio monitoring.

Production uptime and availability indicators provide management with visibility into production continuity. ISO 14224 establishes standardised approaches for reliability and maintenance data collection in petroleum, petrochemical and natural gas operations and includes information relevant to equipment and production availability. Applying structured data principles improves consistency when performance information is collected across assets.

Finding and development cost analysis helps organisations connect upstream expenditure with reserve and production outcomes. When combined with reserve replacement ratio, the measures provide a broader perspective on the relationship between investment and future resource position.

Working capital performance also benefits from structured KPI design. Days sales outstanding provides a focused indicator for receivables management, while cash call turnaround supports visibility over the responsiveness of funding processes. Together with cash forecasting and expenditure monitoring, these measures contribute to stronger financial control.

Benchmark comparison creates a common basis for investigating performance gaps. Instead of treating benchmark results as simple targets, organisations can examine the operational and financial drivers that explain differences between assets or business units. This supports more focused improvement planning.

KPI governance is another organisational benefit. Clear definitions reduce the risk of different departments calculating the same KPI in different ways. Defined ownership also clarifies who prepares the measure, who validates the information and who is accountable for responding to performance deviations.

The course supports stronger management reporting by helping organisations reduce unnecessary indicators and concentrate on measures that influence decisions. This creates dashboards that communicate operational and financial performance more effectively.

The programme also strengthens collaboration between finance and operational functions. Shared KPI definitions encourage finance professionals to understand operational drivers while helping operations professionals understand the financial consequences of production and cost decisions.

Personal impact

Participants develop a stronger understanding of how petroleum operating data becomes meaningful management information. They gain practical capability in selecting indicators that correspond with business objectives rather than relying on generic measures.

Professionals responsible for financial analysis strengthen their ability to interpret production costs, capital performance and asset availability. They gain greater confidence when discussing operating cost per barrel, lifting cost, finding and development cost and other petroleum performance measures with operational colleagues.

Operations professionals gain stronger financial awareness. They learn how production uptime, equipment availability, operating expenditure and production volumes influence financial indicators. This supports more commercially informed operational decision-making.

Finance and performance management professionals develop greater capability in KPI definition, calculation and governance. They learn to identify unclear data boundaries, inconsistent calculation methods and gaps in accountability.

Participants also strengthen their ability to create management dashboards and performance reports. They learn how to move from raw data towards concise indicators that highlight trends, exceptions and decision points.

The course develops analytical skills in benchmark comparison. Participants learn how to investigate why performance differs rather than relying solely on a headline variance.

Professionals involved in upstream planning gain stronger understanding of the relationship between finding and development cost, reserve replacement ratio and capital deployment. This supports more informed discussions

around investment performance.

Treasury, finance and joint venture professionals gain greater visibility into days sales outstanding and cash call turnaround. These skills support stronger working capital monitoring and cash management discussions.

Managers benefit from improved communication skills when presenting KPI results to senior leadership. They learn to explain the meaning of an indicator, identify the principal drivers and connect the result with an appropriate management response.

The course also contributes to career development by strengthening the cross-functional capability required in petroleum finance, performance management, asset management, operations planning and management reporting roles.

Who should attend

- Petroleum Finance Managers who need stronger methods for analysing operational costs and financial performance
- Financial Analysts who prepare petroleum performance reports, dashboards and management information
- Management Accountants who monitor operating expenditure, unit costs and asset performance
- Performance Management Professionals who design and maintain corporate KPI frameworks
- Asset Managers who require integrated operational and financial indicators for asset decision-making
- Production Managers who need to connect production performance with cost and capital outcomes
- Operations Managers who monitor operating efficiency, production continuity and expenditure
- Maintenance Managers who need to understand the financial implications of equipment availability and reliability
- Engineering Managers who evaluate operational performance and capital efficiency
- Planning and Economics Professionals who analyse investment, production and reserve performance
- Petroleum Economists who require structured financial and operational measures for asset analysis
- Cost Control Professionals who monitor expenditure, unit cost and cost drivers
- Joint Venture Finance Professionals who manage financial information, cash calls and partner reporting
- Treasury Professionals who monitor cash movements, receivables and funding performance

- Business Performance Managers who translate operational data into executive-level performance information
- Senior Finance Professionals who need stronger integration between accounting data and operational KPIs
- Department Heads and Functional Leaders who use performance indicators for management decisions

Course outline

Petroleum KPI Architecture and Performance Measurement

This module establishes the foundations of KPI Design for Petroleum Operations. It examines how organisations translate strategic objectives into operational, financial and asset performance measures. Participants learn how to create KPI definitions that are measurable, relevant, consistent and connected to management decisions.

Production Efficiency, Uptime and Availability

This module focuses on the operational performance measures that influence production continuity and unit cost. Participants examine production uptime, equipment availability, reliability information and the financial consequences of production interruptions.

Capital Efficiency, Finding and Development Cost and Reserves

This module examines the relationship between capital expenditure, petroleum asset performance, exploration and development activity and reserves. Participants learn how to design financial indicators that support capital allocation and portfolio performance analysis.

Working Capital, Receivables and Cash Call Performance

This module focuses on financial KPIs that influence liquidity, cash conversion and funding efficiency within petroleum organisations. Participants examine days sales outstanding, cash call turnaround and related financial performance indicators.

KPI Integration, Benchmark Comparison and Executive Reporting

This module brings the course concepts together through integrated petroleum performance analysis. Participants combine operational, financial, capital and cash indicators to develop management-level performance frameworks.

Scheduled dates

Dates	Venue	Format	Fee
05 - 09 Oct 2026	Abu Dhabi, United Arab Emirates	In person	£3,900
05 - 09 Oct 2026	Abuja, Nigeria	In person	£3,900
05 - 09 Oct 2026	Accra, Ghana	In person	£3,900

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05 - 09 Oct 2026	Addis Ababa, Ethiopia	In person	£3,900
05 - 09 Oct 2026	Al Ain, United Arab Emirates	In person	£3,900
05 - 09 Oct 2026	Al Khobar, Saudi Arabia	In person	£3,900
05 - 09 Oct 2026	Alberta, Canada	In person	£3,900
05 - 09 Oct 2026	AlUla, Saudi Arabia	In person	£3,900
05 - 09 Oct 2026	Amman, Jordan	In person	£3,900
05 - 09 Oct 2026	Amsterdam, Netherlands	In person	£3,900
05 - 09 Oct 2026	Athens, Greece	In person	£3,900
05 - 09 Oct 2026	Baku, Azerbaijan	In person	£3,900
05 - 09 Oct 2026	Barcelona, Spain	In person	£3,900
05 - 09 Oct 2026	Berlin, Germany	In person	£3,900
05 - 09 Oct 2026	Boston, United States	In person	£3,900
05 - 09 Oct 2026	Brussels, Belgium	In person	£3,900
05 - 09 Oct 2026	Budapest, Hungary	In person	£3,900
05 - 09 Oct 2026	Cairo, Egypt	In person	£3,900
05 - 09 Oct 2026	Cape Town, South Africa	In person	£3,900
05 - 09 Oct 2026	Casablanca, Morocco	In person	£3,900
05 - 09 Oct 2026	Dammam, Saudi Arabia	In person	£3,900
05 - 09 Oct 2026	Dhahran, Saudi Arabia	In person	£3,900
05 - 09 Oct 2026	Doha, Qatar	In person	£3,900
05 - 09 Oct 2026	Dubai, United Arab Emirates	In person	£3,900
05 - 09 Oct 2026	Edinburgh, United Kingdom	In person	£3,900
05 - 09 Oct 2026	Edmonton, Canada	In person	£3,900
05 - 09 Oct 2026	Frankfurt, Germany	In person	£3,900
05 - 09 Oct 2026	Geneva, Switzerland	In person	£3,900
05 - 09 Oct 2026	Houston, United States	In person	£3,900

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05 - 09 Oct 2026	Istanbul, Turkey	In person	£3,900
05 - 09 Oct 2026	Jakarta, Indonesia	In person	£3,900
05 - 09 Oct 2026	Jeddah, Saudi Arabia	In person	£3,900
05 - 09 Oct 2026	Jubail, Saudi Arabia	In person	£3,900
05 - 09 Oct 2026	Khamis Mushait, Saudi Arabia	In person	£3,900
05 - 09 Oct 2026	Kigali, Rwanda	In person	£3,900
05 - 09 Oct 2026	Kuala Lumpur, Malaysia	In person	£3,900
05 - 09 Oct 2026	Lisbon, Portugal	In person	£3,900
05 - 09 Oct 2026	Liverpool, United Kingdom	In person	£3,900
05 - 09 Oct 2026	London, United Kingdom	In person	£3,900
05 - 09 Oct 2026	Los Angeles, United States	In person	£3,900
05 - 09 Oct 2026	Luanda, Angola	In person	£3,900
05 - 09 Oct 2026	Madrid, Spain	In person	£3,900
05 - 09 Oct 2026	Manama, Bahrain	In person	£3,900
05 - 09 Oct 2026	Marbella, Spain	In person	£3,900
05 - 09 Oct 2026	Marrakech, Morocco	In person	£3,900
05 - 09 Oct 2026	Miami, United States	In person	£3,900
05 - 09 Oct 2026	Milan, Italy	In person	£3,900
05 - 09 Oct 2026	Munich, Germany	In person	£3,900
05 - 09 Oct 2026	Muscat, Oman	In person	£3,900
05 - 09 Oct 2026	Nairobi, Kenya	In person	£3,900
05 - 09 Oct 2026	New York, United States	In person	£3,900
05 - 09 Oct 2026	Nice, France	In person	£3,900
05 - 09 Oct 2026	Nouakchott, Mauritania	In person	£3,900
05 - 09 Oct 2026	Oslo, Norway	In person	£3,900
05 - 09 Oct 2026	Paris, France	In person	£3,900

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05 - 09 Oct 2026	Port Louis, Mauritius	In person	£3,900
05 - 09 Oct 2026	Prague, Czech Republic	In person	£3,900
05 - 09 Oct 2026	Pretoria, South Africa	In person	£3,900
05 - 09 Oct 2026	Riyadh, Saudi Arabia	In person	£3,900
05 - 09 Oct 2026	Rome, Italy	In person	£3,900
05 - 09 Oct 2026	Sarajevo, Bosnia and Herzegovina	In person	£3,900
05 - 09 Oct 2026	Sharm El Sheikh, Egypt	In person	£3,900
05 - 09 Oct 2026	Singapore	In person	£3,900
05 - 09 Oct 2026	Stockholm, Sweden	In person	£3,900
05 - 09 Oct 2026	Tokyo, Japan	In person	£3,900
05 - 09 Oct 2026	Toronto, Canada	In person	£3,900
05 - 09 Oct 2026	Tromso, Norway	In person	£3,900
05 - 09 Oct 2026	Vienna, Austria	In person	£3,900
05 - 09 Oct 2026	Zagreb, Croatia	In person	£3,900
05 - 09 Oct 2026	Zurich, Switzerland	In person	£3,900
05 - 09 Oct 2026	Online, Virtual	Online	£3,900
01 - 05 Feb 2027	Abu Dhabi, United Arab Emirates	In person	£3,900
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01 - 05 Feb 2027	Al Khobar, Saudi Arabia	In person	£3,900
01 - 05 Feb 2027	Alberta, Canada	In person	£3,900
01 - 05 Feb 2027	AlUla, Saudi Arabia	In person	£3,900
01 - 05 Feb 2027	Amman, Jordan	In person	£3,900
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01 - 05 Feb 2027	Tromso, Norway	In person	£3,900
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31 May - 04 Jun 2027	Addis Ababa, Ethiopia	In person	£3,900
31 May - 04 Jun 2027	Al Ain, United Arab Emirates	In person	£3,900
31 May - 04 Jun 2027	Al Khobar, Saudi Arabia	In person	£3,900
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04 - 08 Oct 2027	Accra, Ghana	In person	£3,900
04 - 08 Oct 2027	Addis Ababa, Ethiopia	In person	£3,900
04 - 08 Oct 2027	Al Ain, United Arab Emirates	In person	£3,900
04 - 08 Oct 2027	Al Khobar, Saudi Arabia	In person	£3,900
04 - 08 Oct 2027	Alberta, Canada	In person	£3,900
04 - 08 Oct 2027	AlUla, Saudi Arabia	In person	£3,900
04 - 08 Oct 2027	Amman, Jordan	In person	£3,900
04 - 08 Oct 2027	Amsterdam, Netherlands	In person	£3,900
04 - 08 Oct 2027	Athens, Greece	In person	£3,900
04 - 08 Oct 2027	Baku, Azerbaijan	In person	£3,900
04 - 08 Oct 2027	Barcelona, Spain	In person	£3,900
04 - 08 Oct 2027	Berlin, Germany	In person	£3,900
04 - 08 Oct 2027	Boston, United States	In person	£3,900
04 - 08 Oct 2027	Brussels, Belgium	In person	£3,900
04 - 08 Oct 2027	Budapest, Hungary	In person	£3,900
04 - 08 Oct 2027	Cairo, Egypt	In person	£3,900
04 - 08 Oct 2027	Cape Town, South Africa	In person	£3,900
04 - 08 Oct 2027	Casablanca, Morocco	In person	£3,900
04 - 08 Oct 2027	Dammam, Saudi Arabia	In person	£3,900
04 - 08 Oct 2027	Dhahran, Saudi Arabia	In person	£3,900
04 - 08 Oct 2027	Doha, Qatar	In person	£3,900
04 - 08 Oct 2027	Dubai, United Arab Emirates	In person	£3,900

Dates	Venue	Format	Fee
04 - 08 Oct 2027	Edinburgh, United Kingdom	In person	£3,900
04 - 08 Oct 2027	Edmonton, Canada	In person	£3,900
04 - 08 Oct 2027	Frankfurt, Germany	In person	£3,900
04 - 08 Oct 2027	Geneva, Switzerland	In person	£3,900
04 - 08 Oct 2027	Houston, United States	In person	£3,900
04 - 08 Oct 2027	Istanbul, Turkey	In person	£3,900
04 - 08 Oct 2027	Jakarta, Indonesia	In person	£3,900
04 - 08 Oct 2027	Jeddah, Saudi Arabia	In person	£3,900
04 - 08 Oct 2027	Jubail, Saudi Arabia	In person	£3,900
04 - 08 Oct 2027	Khamis Mushait, Saudi Arabia	In person	£3,900
04 - 08 Oct 2027	Kigali, Rwanda	In person	£3,900
04 - 08 Oct 2027	Kuala Lumpur, Malaysia	In person	£3,900
04 - 08 Oct 2027	Lisbon, Portugal	In person	£3,900
04 - 08 Oct 2027	Liverpool, United Kingdom	In person	£3,900
04 - 08 Oct 2027	London, United Kingdom	In person	£3,900
04 - 08 Oct 2027	Los Angeles, United States	In person	£3,900
04 - 08 Oct 2027	Luanda, Angola	In person	£3,900
04 - 08 Oct 2027	Madrid, Spain	In person	£3,900
04 - 08 Oct 2027	Manama, Bahrain	In person	£3,900
04 - 08 Oct 2027	Marbella, Spain	In person	£3,900
04 - 08 Oct 2027	Marrakech, Morocco	In person	£3,900
04 - 08 Oct 2027	Miami, United States	In person	£3,900
04 - 08 Oct 2027	Milan, Italy	In person	£3,900
04 - 08 Oct 2027	Munich, Germany	In person	£3,900
04 - 08 Oct 2027	Muscat, Oman	In person	£3,900
04 - 08 Oct 2027	Nairobi, Kenya	In person	£3,900

Dates	Venue	Format	Fee
04 - 08 Oct 2027	New York, United States	In person	£3,900
04 - 08 Oct 2027	Nice, France	In person	£3,900
04 - 08 Oct 2027	Nouakchott, Mauritania	In person	£3,900
04 - 08 Oct 2027	Oslo, Norway	In person	£3,900
04 - 08 Oct 2027	Paris, France	In person	£3,900
04 - 08 Oct 2027	Port Louis, Mauritius	In person	£3,900
04 - 08 Oct 2027	Prague, Czech Republic	In person	£3,900
04 - 08 Oct 2027	Pretoria, South Africa	In person	£3,900
04 - 08 Oct 2027	Riyadh, Saudi Arabia	In person	£3,900
04 - 08 Oct 2027	Rome, Italy	In person	£3,900
04 - 08 Oct 2027	Sarajevo, Bosnia and Herzegovina	In person	£3,900
04 - 08 Oct 2027	Sharm El Sheikh, Egypt	In person	£3,900
04 - 08 Oct 2027	Singapore	In person	£3,900
04 - 08 Oct 2027	Stockholm, Sweden	In person	£3,900
04 - 08 Oct 2027	Tokyo, Japan	In person	£3,900
04 - 08 Oct 2027	Toronto, Canada	In person	£3,900
04 - 08 Oct 2027	Tromso, Norway	In person	£3,900
04 - 08 Oct 2027	Vienna, Austria	In person	£3,900
04 - 08 Oct 2027	Zagreb, Croatia	In person	£3,900
04 - 08 Oct 2027	Zurich, Switzerland	In person	£3,900
04 - 08 Oct 2027	Online, Virtual	Online	£3,900

Certificate

Attendees receive a Certificate of Completion from Institute For Oil & Gas Training upon successfully finishing the course.

The certificate is issued to participants who meet the course attendance requirement and complete the scheduled programme. It confirms participation and completion of the corporate training programme delivered by Institute For Oil & Gas Training.