MERCURY

Strategic Leadership & Joint Venture Mastery in the Oil & Gas Industry

11 – 22 July 2027
Istanbul (Turkey)



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Ref: 16369_1017844 **Date:** 11 – 22 July 2027 **Location:** Istanbul (Turkey) **Fees:** 9000 Euro

Introduction:

The oil and gas sector operates in a volatile, capital-intensive, and geopolitically sensitive environment. This advanced program equips senior leaders and executives with the tools to design resilient strategies, foster high-impact leadership, and navigate the complexities of joint ventures and strategic alliances. The curriculum blends strategic foresight, leadership excellence, and technical-commercial integration, tailored to the dynamics of global energy markets.

Targeted Audience:

- Senior executives in oil & gas corporations.
- Directors of strategy, operations, or upstream/downstream functions.
- Leaders involved in joint ventures, M&A, or partnerships.
- Regulators, policymakers, and advisors in the energy sector.
- High-potential managers transitioning into senior leadership roles.

Course Objectives:

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

- Develop advanced strategic thinking for upstream, midstream, and downstream contexts.
- Strengthen leadership capacity to manage complexity, uncertainty, and cross-cultural teams.
- Master frameworks for designing, negotiating, and governing oil & gas joint ventures.
- Integrate risk management, digitalization, and sustainability into strategy formulation.
- Build actionable plans that align shareholder value, operational performance, and ESG requirements.
- Apply advanced strategy frameworks specific to the oil & gas sector.
- Lead with authority in multicultural, high-stakes environments.
- Design and implement joint venture structures that drive mutual value.
- Anticipate global energy trends and position organizations for long-term resilience.
- Align corporate, financial, and sustainability goals under a unified strategic vision.

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Targeted Competencies:

- Strategic foresight & decision-making.
- Energy market intelligence.
- High-performance leadership & influence.
- Joint venture structuring & governance.
- Cross-cultural negotiation & stakeholder alignment.
- Risk management & resilience planning.
- Innovation, ESG integration, and digital leadership.

Course Content:

Unit 1: Global Oil & Gas Strategic Landscape:

- Macro-trends shaping the energy industry energy transition, supply-demand shifts, decarbonization, OPEC+ dynamics.
- Competitive forces and market positioning models.
- Implications of geopolitics, sanctions, and regional conflicts.
- Strategic differentiation in a volatile market.

Unit 2: Advanced Corporate Strategy in Oil & Gas:

- Corporate portfolio strategy: balancing upstream, midstream, downstream, and renewables.
- Capital allocation and shareholder value creation.
- Vertical vs horizontal integration in energy.
- Case studies: strategies of supermajors vs NOCs.

Unit 3: Leadership Excellence in Energy Organizations:

- Leading under uncertainty and complexity.
- Building resilient leadership pipelines in oil & gas firms.
- Cross-cultural leadership: managing multinational teams across assets and geographies.
- Adaptive Leadership Models for Energy Sector Transformation.

Unit 4: Oil & Gas Economics and Value Chains:

- Economics of exploration, production, refining, and distribution.
- Cost structures, break-even analyses, and price sensitivities.
- Value chain optimization and integration strategies.
- Transition to integrated energy companies IEC models.

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Unit 5: Joint Venture Strategy and Design:

- Rationale for JVs in oil & gas risk sharing, market entry, technology access
- Equity structures and governance frameworks.
- Aligning objectives of partners IOCs, NOCs, independents, service companies.
- Case examples of successful and failed joint ventures.

Unit 6: Joint Venture Negotiation & Cross-Cultural Dynamics:

- Advanced negotiation strategies in high-stakes deals.
- Managing cultural, political, and organizational differences.
- Conflict resolution and dispute management frameworks.
- Building trust and alignment across diverse stakeholders.

Unit 7: Risk Management & Governance in Oil & Gas JVs:

- Identifying operational, financial, political, and environmental risks.
- Designing governance frameworks for transparency and accountability.
- Exit strategies, dispute clauses, and renegotiation mechanisms.
- Monitoring and performance management systems.

Unit 8: Innovation, Technology, and Digital Transformation:

- Role of digital twins, AI, and predictive analytics in oil & gas strategy.
- Technology Adoption and Innovation Ecosystems in Joint Ventures.
- Cybersecurity and data-sharing in partnerships.
- Leveraging technology for operational resilience and ESG compliance.

Unit 9: Sustainability, ESG, and Energy Transition Strategy:

- Integrating ESG into strategy and JV design.
- Transition Pathways: Integrating Hydrogen, CCUS, LNG, and Renewables.
- Regulatory pressures and investor expectations.
- Long-term resilience through sustainability-driven innovation.

Unit 10: Strategic Foresight & Scenario Planning for Oil & Gas Leaders:

- Scenario planning in uncertain geopolitical and economic landscapes.
- Tools for forecasting demand, pricing, and technological disruption.
- Stress-testing strategies against multiple futures.
- Building agility and resilience into leadership and JV strategies.