



## **External Training Course**

# **Supply Chain Operations in the Oil & Gas Industry**

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**From 26 Aug. To 30 Aug. 2024**

**From 14 Oct. To 18 Oct. 2024**

**From 02 Dec. To 06 Dec. 2024**  
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Seoul, South Korea**

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## **INTRODUCTION**

The Supply Chain is the active management of supply chain activities to maximize customer value and achieve a sustainable competitive advantage. Supply chain activities cover everything from product development, sourcing, production, and logistics, as well as the information systems needed to coordinate these activities. Organizations involved in running supply chains have to develop and run supply chains in the most effective and efficient ways possible. The organizations that make up the supply chain are “linked” together through physical flows and information flows. There are the physical flows that involve the transformation, movement, and storage of goods and materials. They are the most visible piece of the supply chain; however, just as important are information flows. These allow the various supply chain partners to coordinate their long-term plans, and to control the day-to-day flow of goods and materials up and down the supply chain. This Supply Chain Operations in the Oil & Gas Industry training course will explore key concepts and solutions that can be employed to optimize the balance between supply chain responsiveness and the costs required to deliver desired business results. This training course will highlight:

- How to work with suppliers and providers both internally and externally.
- Appreciate the complexities of supply chain activities in the Oil & Gas Industry.
- Maximize the advantage that effective use of inventory can deliver financial results.
- Evaluate supply chain risk by using risk tools and techniques.
- Implement supply chain organizational improvements.

## **OBJECTIVES**

By the end of this Supply Chain Operations in the Oil & Gas Industry training course, participants will learn to:

- Understand how to maximize the effectiveness of your organizations supply chain operations.
- Appreciate the need to work with suppliers to gain tangible business results.
- Use an inventory strategy that increases the cash flow.
- Identify supply chain risk by using analytical tools.
- Apply changes in the organization in order to make cost and service improvements.

## **TRAINING METHODOLOGY**

Training course methodology includes discussion and lectures leveraging years of hands-on supply chain experience across oil & gas industries and many countries across the world. The trainer will use real-world challenges and solutions, exercises and case studies and an extensive training course manual. Participants to this training course will receive a thorough training on the subjects covered by the training course outline with the Tutor utilising a variety of proven adult learning teaching and facilitation techniques.

## **COURSE OUTLINE**

### **DAY 1: Understanding the Supply Chain Operations**

- Appreciating the Supply Chain Upstream and Downstream.
- Understanding Internal and External Supply Chains.
- Processes in the Supply Chain.
- Working with Suppliers and Customers.
- Identifying Gaps in Performance.

**DAY 2: How to Manage Inventory Effectively**

- Types of Inventory.
- Maximizing Inventory Turns through Working with Customers and Suppliers.
- Improving the Cash Cycle Time.
- Making Savings through Inventory Management.
- Improving Supplier Relationship Management.

**DAY 3: Reducing Risks in the Supply Chain**

- Identifying Internal Supply Chain Risks.
- Understanding Risk Management Principles.
- Applying SWOT and PESTLEE Models.
- Risk Management Planning through Contingencies.
- Prioritization of Risks in the Supply Chain.

**DAY 4: Managing Outsourcing in the Organization**

- What is outsourcing?
- How to Manage the Outsourced Contract.
- Making Sure that You are not Paying too much for an Outsourced Contract.
- Understanding How to Measure the Performance of Contracts.
- Appreciating Cost / Service Trade-offs.

**DAY 5: Improving the Oil & Gas Supply Chain Operation**

- Measuring the Performance of the Supply Chain.
- Improving the Supply Chain Operation's Performance.
- Using Suppliers and Customers to Improve the Supply Chain Operation.
- Ensuring the Organization Develops a Continuous Improvement Strategy.
- Minimizing Risk by Re-engineering the Supply Chain Operation.

*With Best Regards From American Global Institute (AGI)*

## Course Details & Agenda:

### Day 1 Agenda

8.30	9.00	Opening Remarks (30 Min.). Mr. Fadi Salfeti (Coordinator) with Dr. Hani Sawalhi (International Lecturer in SCM).
9.00	11.30	<u>DISCUSS COURSE TOBICS:</u> <ul style="list-style-type: none"> <li>• Understanding the Supply Chain Operations.</li> <li>• How to Manage Inventory Effectively.</li> <li>• Reducing Risks in the Supply Chain.</li> <li>• Managing Outsourcing in the Organization.</li> <li>• Improving the Oil &amp; Gas Supply Chain Operation.</li> </ul>
11.30	12.00	Coffee Break
12.00	15.00	<u>Understanding the Supply Chain Operations:</u> <ul style="list-style-type: none"> <li>• Appreciating the Supply Chain Upstream and Downstream.</li> <li>• Understanding Internal and External Supply Chains.</li> <li>• Processes in the Supply Chain.</li> <li>• Working with Suppliers and Customers.</li> <li>• Identifying Gaps in Performance.</li> </ul>
15.00	15.30	Questions and Discussion
15.30		Buffet Lunch

### Day 2 Agenda

9.00	11.30	<u>How to Manage Inventory Effectively:</u> <ul style="list-style-type: none"> <li>• Types of Inventory.</li> <li>• Maximizing Inventory Turns through Working with Customers and Suppliers.</li> </ul>
11.30	12.00	Coffee Break
12.00	15.00	<u>How to Manage Inventory Effectively:</u> <ul style="list-style-type: none"> <li>• Improving the Cash Cycle Time.</li> <li>• Making Savings through Inventory Management.</li> <li>• Improving Supplier Relationship Management.</li> </ul>
15.00	15.30	Questions and Discussion
15.30		Buffet Lunch

## Day 3 Agenda

9.00	11.30	<u>Reducing Risks in the Supply Chain:</u> <ul style="list-style-type: none"> <li>Identifying Internal Supply Chain Risks.</li> <li>Understanding Risk Management Principles.</li> </ul>
11.30	12.00	Coffee Break
12.00	15.00	<u>Reducing Risks in the Supply Chain:</u> <ul style="list-style-type: none"> <li>Applying SWOT and PESTLEE Models.</li> <li>Risk Management Planning through Contingencies.</li> <li>Prioritization of Risks in the Supply Chain.</li> </ul>
15.00	15.30	Questions and Discussion
15.30		Buffet Lunch

## Day 4 Agenda

9.00	11.30	<u>Managing Outsourcing in the Organization:</u> <ul style="list-style-type: none"> <li>What is outsourcing?</li> <li>How to Manage the Outsourced Contract.</li> </ul>
11.30	12.00	Coffee Break
12.00	15.00	<u>Managing Outsourcing in the Organization:</u> <ul style="list-style-type: none"> <li>Making Sure that You are not Paying too much for an Outsourced Contract.</li> <li>Understanding How to Measure the Performance of Contracts.</li> <li>Appreciating Cost / Service Trade-offs.</li> </ul>
15.00	15.30	Questions and Discussion
15.30		Buffet Lunch

## Day 5 Agenda

9.00	11.30	<u>Improving the Oil &amp; Gas Supply Chain Operation</u> <ul style="list-style-type: none"> <li>Measuring the Performance of the Supply Chain.</li> <li>Improving the Supply Chain Operation's Performance.</li> </ul>
11.30	12.00	Coffee Break
12.00	15.00	<u>Improving the Oil &amp; Gas Supply Chain Operation</u> <ul style="list-style-type: none"> <li>Using Suppliers and Customers to Improve the Supply Chain Operation.</li> <li>Ensuring the Organization Develops a Continuous Improvement Strategy.</li> <li>Minimizing Risk by Re-engineering the Supply Chain Operation.</li> </ul>
15.00	15.30	Questions, Discussion & Conclusion Training Course.
15.30		Buffet Lunch