

# Target Exploration

Energy Geosciences Research & Development



**Announcing a New Target Exploration Course (TarC-12)**

## **Opportunity Framing**

**Two Days Course: 12-13 November 2018**

**Venue: Somerset Hotel, Panorama Mall, Muscat, Oman**

**Instructor: Ali Al Lawati, Engineering Manager Petrogas EP Oman**

**Organizer: *Target Exploration Consultants, London, UK***

## **Course Objectives**

Opportunity framing aims to share information, discuss different prospective of a specific operation or a project and reach common views on the way forward. The framing session is very powerful in creating alignment amongst a team and sharing the vision and mission with the decision makers and the stakeholders.

This 2 days course is designed in a way so by end of it the participants appreciate the power of Opportunity framing and are able to conduct various modules in their own work. The process involves using various well developed tools and techniques in order to arrive to a road map that helps to do subject operation or project right.

## **Who Should Attend?**

This course is designed for Middle managers, Engineers, Operational people and the Technical people who are in to operations and surface facilities. The course will also be beneficial to anyone who, wants to further understand his operations or project and who wants to make sure that the project information is shared within team or stakeholders from various prospective

## **Pre-requests**

Previous experience in framing is not seen necessary for this course as adequate guidance is given to participants during this programme through individual and group work. However, English language and a minimum of 2 years' experience in industry is a preferred.

## **Programme Objectives**

The course overall objective is to enable the participant to understand and use the techniques to frame an opportunity by which he can

- Create alignment among the teams, stakeholders and decision makers
- Identify the value drivers and the critical success factors, risks and opportunities
- Understand and define in terms of opportunity; Where are we now, where we want to be and how we will get there
- Develop a decision driven plan (roadmap) to achieve success

The early involvement of multidisciplinary team, stakeholders and possibly the decision makers in framing aligns the work to be more focused, clearer and with decision driven process rather than activity driven. The outcome of such sessions often results in proper resource and funding allocation.

## **Training Methodology**

This programme is based on a systematic multi-disciplinary Group Work approach to go through the process of framing the opportunity and involve multidisciplinary teams i.e. Management, Engineers, Operators, support teams, HSE ... etc. The training uses a life example in order to go through the process and enables the participant to apply it on

various opportunities in future. The training is also extended with group exercises to grasp various course modules and how to keep opportunity framing roadmap life and monitored.

## Course Content

- Introduction to Opportunity Framing
- Where Are We Now
  - Defining the opportunity
    - Statement
    - Objectives
    - Boundaries
  - Opportunity Context
    - Stakeholders
    - Value Drivers
    - The challenge
  - Risks Associated
    - Mapping Opportunity VS Threat
    - Risk matrix (Probability – Consequence - Risk Assessment)
- Where We want to be
  - Definition of Success
    - Time Line
    - Definition of Success
    - Success Factors
    - Measure of Success and KPI's
- How are we going to get there
  - Decisions
    - Givens
    - Decision taking techniques
    - Strategy
  - Road Map
  - Action Plan
- Implementing learned Techniques on a real life example

## Participants Receives

- A. Course materials with up to date reference list
- B. Certificate of course Completion

## Course Logistics

**Venue:** The Somerset Hotel, Panorama Mall. Muscat, Oman

**Date:** 12-13 November 2018

**Timing:** Course starts at 08:00 am and ends at 16:30 pm

**Language:** English

**Format:** 4 sessions of 1.5hr each and 2 Refreshments, 1 Lunch breaks/Day

**Ideal No.:** 20 Participants



**Instructor: Ali Al-Lawati, Operation Excellence Manager, QHSSE Department, Petrogas EP.** (Certified Lean practitioner and Certified facilitator by IAF)

**2007-Present-Engineering Chief - Operation Manger – Engineering Manager, Petrogas EP, Muscat, Oman**

Ali championed LEAN project on well delivery process realizing considerable value improvement and savings while building in-house expertise and influencing company culture. Set global processes in Petrogas businesses such as GP20 risk management, Technical authority while conducting value engineering and value improvement processes. Set competencies for engineering different disciplines and lead value assurance sessions to land on proper decisions for projects way forward. Managed full surface engineering, field operations and partially subsurface as operation manager for four years with an improved record of performance production, culture and human resource. Managed engineering department for Daleel (Petrogas affiliate) delivering number of projects meeting production forecast and within budget set.

**2003-2007, Head of concepts - Capital to Value - Sr. Project engineer, Petroleum development of Oman (PDO), Muscat, Oman**

Heading concept team for major PDO projects in northern PDO Concessions, Ali done a number of concept challenges and utilizing peer expertise. Exposed heavily to shell global processes in order to influence PDO engineers work methodologies. He was trained as a facilitator to run challenge and value improvement and assurance sessions (i.e. value engineering, opportunity framing, project health check, project reviews and value assurance reviews). Lead organizing team and facilitated engineering forum for > 200 PDO engineers.

**1997-2003, Production and Project Engineer, Japex Oman Oil Company, Muscat and Field at Ibri (Daleel)**

Delivered number of projects i.e. diesel generators installation, introducing GRE to the company, replacing of firefighting halon system, conducting water management study through consultant, overhauling main gas generators. Managing day to day maintenance and field requirement from technical aspect. Worked as superintendent for Daleel field managing production, company manpower in field and contractors on site.

**1993-1997, Construction Engineer - Design Engineer - Flowline project engineer, Petroleum development of Oman (PDO), Muscat, Oman.**

Worked as flow-line project engineering writing scopes, handling reporting, budget, flow-line contract, procurement, construction and commissioning. Worked as a design engineer in design office seconded from PDO. Worked in interior (Qarn Alam) as a construction engineer executing scopes awarded to contractors. Heavily exposed to actual material and HSE site issues.

## Registration Form



### Opportunity Farming: Two Days Course

Date: 12-13 November 2018 @ Somerset Hotel, Panorama Mall, Muscat, Oman

#### PERSONAL DETAILS

Delegate	Name	Position	Telephone	E Mail
1 <sup>st</sup> Delegate				
2 <sup>nd</sup> Delegate				
3 <sup>rd</sup> Delegate				
4 <sup>th</sup> Delegate				
5 <sup>th</sup> Delegate				

#### PAYMENT DETAILS

Registration fee for single participant is US\$ 2,500 (includes course materials, coffee and lunches). There is an escalating group registration discount, as in the table below:

Number of participants	Registration Fee in US\$/Participant
One to Five Participants (1 -5)	2,500.00
Six to Ten Participants (6 - 10)	2,250.00
> Ten Participants ( > 10)	2,000.00

Course registration payments should be credited to Target Exploration Consultants bank account no later than 30 days before the date of the course. Payment receipt is a proof of course registration.

**Bank Transfer:** Send Bank Account Details of Target ECL to \_\_\_\_\_

#### Credit Card Payment:

**VISA**

**AMERICAN EXPRESS**

**MASTERCARD**

#### Credit Card No:

Expiry Date		Card Verification Code	
Cardholder		Cardholder Signature	
Date		Cardholder Address	
		Post Code	

To register, please fill and e-mail this registration form to: **Dr. Muhammad W. IBRAHIM**, Target Exploration Consultants. 65 Kenton Court, London W14 8NW, UK. **Tel:** +44 (207) 371 2240

**Email:** [m.ibrahim@targetexploration.com](mailto:m.ibrahim@targetexploration.com) **No refund for cancellation within 30 days of the course date**