

This document presents the Education & Training Services provided by Flow Energy S.A. in the Field of the Upstream Petroleum Industry.

All relevant material and topics covered are a property of Flow energy S.A.



**ESSENTIAL FINANCIAL SKILLS  
FOR THE UPSTREAM  
PETROLEUM INDUSTRY**

Educational Services for  
Business Professionals

[www.flowenergy.gr](http://www.flowenergy.gr)

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Flow energy S.A. provides upon request, the following Education & Training Services in the field of:

## UPSTREAM PETROLEUM INDUSTRY

### "Counting the Cost"

This 4 Days Seminar covers Essential Financial Skills for non-accountants in the Upstream Oil & Gas Industry.

The above training program has been developed in response to the need for training of non-accountants working or wanting to work in the Upstream Oil and Gas Industry. We deal with aspects that are unique and specific to the Exploration and Production side of the Petroleum Business. It also provides an understanding of essential-to-know general financial management principles. We explain these principles in a clear and easy-to-understand style, backed up by oil industry case studies and worked exercises.

Participants should achieve learning outcomes that will allow them to improve the financial performance of their organizations by:

- Enhancing their understanding of financial information
- Learning how to interpret and act on financial information
- Developing effective decision making skills
- Understanding aspects of financial management which are unique to the upstream oil and gas business

We employ a combination of training methods to achieve the aims of the seminar. The seminar comprises a blend of *direct teaching* plus *participation* by seminar attendees.

-The direct teaching element consists of presentation of teaching material by our training teacher. The term training *seminar* is used deliberately to

describe the interactive nature of the training being provided. Interaction is encouraged by our training consultant to ensure that all attendees have the opportunity to ask and answer questions and to stimulate debate on selected topics.

Emphasis is also placed on the examination of *examples* and the completion of *exercises* to illustrate good practice. Exercises have been devised to reinforce learning outcomes and for participants to attempt to apply concepts and techniques that have been covered as part of the teaching sessions.

We take the view that training is not a soft option. Our content and method is therefore designed to stimulate the attendees to participate and to make their own contribution during the seminar. Attention is paid to participant feedback and a seminar feedback form is completed by attendees at the end of each day to ensure that the quality of training being provided is of the highest standard.

A Manual is also provided, containing the following:

- Material to complement and supplement the training instructor's presentation material
- Workshop examples and exercises examined during the seminar

This manual is designed as a teaching accompaniment to the seminar and is an important part of the overall learning experience.

All material presented during the seminar is included in the manual. Participants will not be required to take extensive, if any, notes during the seminar, ensuring that concentration is maintained for listening and participation.

Participants may possibly feel that they have relatively little time available to study the manual during class hours. We encourage participants to read the manual outside class hours to reinforce learning outcomes. It is also designed as a reference manual back at the workplace - each section contains a comprehensive contents page.

The Training Program Includes the Following Items:

1. Introduction to Upstream Petroleum Industry
2. Understanding Financial Information
3. Introduction to Tax
4. Joint Venture Aspects
5. Nature & Behavior of Costs
6. Budgets
7. Economics & Decision Analysis
8. Examples
9. Exercises