

Asset Trading Game

The Asset Trading Game is designed to allow groups working within the E&P sector experience the process of formulating an acquisition and disposition strategy, and then actively pursue this in a set of negotiations with other asset owners.

It is of value as commercial training but also has the opportunity to be used as a team-building event and can be combined with a field trip to view outcrops of the reservoirs present in the assets being traded.

COURSE CONTENT

The Asset Trading Game is based on a portfolio exercise in which contrasting companies, who together own several dozen assets (fields, discoveries, prospects, infrastructure and enabling technology) manage their positions.

In the first stage each company (team) has to reflect on its initial portfolio and develop a corporate strategy, determine appropriate measurable success criteria and a notional buy/hold/sell position. It must then post information on the assets it wishes to trade, and a summary of the company plans for an analyst audience.

In the second stage the companies trade assets (but are also allowed to make unsolicited approaches or even merge) to meet their self-determined goals. Once trading has finished the team are given time to summarise their performance and are scored based on the success in meeting their stated aims.

Duration

Full day 2 days

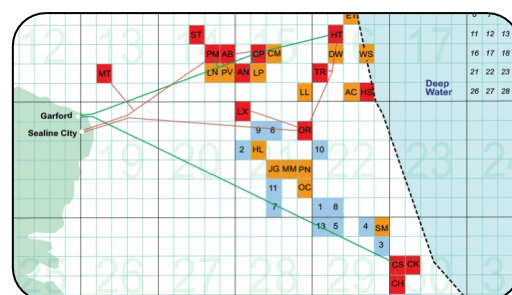
This event is normally run over 2 days but can be tailored according to the requirements of the client group.

Designed for:

This event is designed for all staff involved in the E&P business and includes a strong team building component.

Learning Level

Skills ○○○○
Knowledge ○○○○
Awareness ●●●●



Course Tutors



Mark Cook BSc, MBA
40+ years - reservoir engineering, economics and risk analysis
Mark develops and runs courses in Early Development, Business & Risk and Reservoir Engineering series. He has a career background at Shell, TRACS (Director), and AGR (VP). Mark is Author of 'Petroleum Economics and Risk Analysis' and co-author of 'Hydrocarbon Exploration and Production', an SPE distinguished lecturer, and guest lecturer at Heriot-Watt University.



Jerry Hadwin BSc, MEng
35+ years - reservoir engineering
Jerry mainly tutors courses in the Reservoir, Early Development, and Open Air Series. He has a career background at Shell, TRACS and AGR. Jerry is co-author of 'Adventure Trekking in Oman'.



Mark Bentley PhD
30+ years - geoscience
Mark develops and runs courses in the Reservoir, E&P Overview, Open Air and Master Class series. He has a career background at Shell, AGR, TRACS and Langdale Geoscience. Mark is co-author of 'Reservoir Model Design', SPE and EAGE distinguished lecturer, Training Director for both AGR and TRACS. He is an Associate Professor Heriot-Watt University

