

# Inspirational Training



# Contents

## Introduction

About MDT	5
Our Trainers	9



## Introductory Courses

Introduction to the oil & gas industry	10
Mastering finance for non-financial oil & gas personnel	11



## Finance, Accounting & Audit Courses

Exploration and production accounting level 1	12
Exploration and production accounting level 2	13
Exploration and production accounting level 3	14
Auditing in the Oil & Gas Industry - Level 1	15
Auditing in the Oil & Gas Industry - Level 2	16
E&P Cost Control, Budgeting & Cost Estimating	17



## Economics, Contracts & Negotiation Courses

Petroleum project economics & risk management	18
Contracts strategy & management	19
International oil & gas exploitation contracts	20
Negotiation skills for the oil & gas industry	21



## Communications, Leadership & Management Courses

International business communication skills	22
Leadership & people management skills	23
Advanced leadership & people management skills	24





“

I cannot think of a better value for money training I have attended, worth every penny. The trainer passionately shared with us practical experience throughout our interaction in the course.”

**Joseph, Uganda Revenue Authority**



“

One of the most engaging and informative courses I have attended. I have greatly increased my knowledge, with everything being explained very clearly.”

**David, North Sea Transition Authority**

# About MDT

---

At MDT International, our oil & gas training courses deliver more. More engagement, more industry insight, and more value for individuals and employers.

**We go the extra mile in commercial oil & gas training – and then some. Our distinctive learning culture takes MDT International courses beyond the conventional.**

**Over 90%** of participants say our training met or exceeded their expectations...

Since 1992, MDT International has worked to a simple principle: *inspiring individuals and client businesses.*

We make it our mission to ensure each participant completes the course with the knowledge they want, and the certification they need.

**If you're a business:**

Your employees return to you after a training programme that goes beyond the norm. They'll have enhanced their core knowledge, certainly, but they'll also have a greater understanding of industry dynamics. We'll have shared the bigger picture.

**If you're a course participant:**

We want you to leave with a better understanding of the business where you work and the industry in which you aim to progress. You'll be better equipped to articulate new ideas, make better connections in your workplace and articulate new ideas.

---

worked with  
**500+**  
organisations

---

delivered training in  
**80+**  
countries

---

inspired  
**30,000+**  
participants worldwide

# Inspiring Training

## The MDT Way

---

Our creative, interactive and relevant sessions ensure participants are actively engaged from the outset, ready to apply what they have learnt as soon as they are back at their desks.

**We work closely with our clients and participants to ensure the style of delivery for each course compliments the wide variety of individual and professional experience as well as the cultural diversity of our clients around the world.**

Each training programme uses a combination of instruction, worked examples, multimedia, case studies and group discussion which embeds the practical application of our course principles in relation to the upstream E&P sector.

Each participant will be encouraged to challenge existing methodology as a starting point to positively affect processes and

procedures in their own workplace. This in turn adds value by providing the platform for participants to engage with their peers providing informed opinion and valuable input to future commercial decisions.

Our more advanced training programmes use further, highly interactive workshops in which participants work in small teams to explore and analyse wide-ranging financial scenarios based on the realistic, computer-based simulation of various international exploration and production activities. This hands-on scenario-based approach enables brainstorming, creative thinking and deep embedded learning to take place.

# Focused and engaging training where you need it

---

Over the years, we have taken our knowledge and expert course delivery to more than 80 countries. Wherever you need us, we're ready to deliver.

**We're proud that MDT consistently receive extremely positive feedback from participants attending our courses.**

That's why organisations ranging from national and independent oil companies to major service companies, energy ministries, and regulatory authorities have entrusted their training needs to us.

## Open courses

Our practical training courses are focused not only on growing professional knowledge, but also on accelerating career progression.

They're founded on subject matter theory, of course, but encompass relatable examples, relevant case studies and up-to-the-minute industry developments.

Our open courses – offering a rich, multi-cultural learning environment – are about interaction and engagement.

And they're delivered by trainers who share their own front-line experiences and insights to add an extra dimension to the learning experience.

## In-house courses

Organisations around the world trust MDT International to develop and deliver in-house courses, where and when they're needed.

We work with you to understand your business, your priorities and your challenges before we devise a focused training package. We can incorporate your own policies, procedures and data into course content as we create a course structure and format that precisely matches the needs of you and your employees.

**All this with one strategic goal in mind: to build your in-house capabilities, enhance specialist knowledge and improve organisational performance.**



“

Great training, very detailed and well delivered. Trainer gave good examples and case studies which helped in improving my understanding.”

**Abdoulie, ROOTS Project**



# Our Trainers

## Inspiring the MDT way

---

Our trainers collectively possess over 300 years of experience in the energy industry and over 100 years of training delivery. They're acknowledged experts in their specialist disciplines and shape course delivery to ensure participants get the most from the experience.

**It's how our trainers lead each course that makes the MDT difference. They do so with authenticity, integrity and enthusiasm.**

They engage and interact. They encourage discussion, debate and challenge. They share their own insights to add substance and depth to each and every course they lead.

**In short, they do things the MDT way.**

Our trainers deliver course content with care, precision and integrity. They equip participants with a broader knowledge - of the different disciplines and functions within an oil & gas organisation, of the wider industry, of their own professional experiences.

It's not just about building knowledge. It's about building confidence and empowering participants to challenge themselves and others, to articulate new ideas, to set new ambitions. It's a value adding principle that benefits individuals – and their employers, who can harness these new capabilities to drive business performance.



To find out more about our trainers please visit:  
[www.mdinternational.com](http://www.mdinternational.com)

---



## Introduction to the Oil & Gas Industry

**This wide-ranging and practical industry overview covers each key phase of the exploration and production industry.**

It offers oil and gas professionals the opportunity to gain a technical and commercial understanding of the industry fundamentals.

### What you will learn

- The scientific origins of oil and gas
- The commercial issues underpinning hydrocarbon exploration, development and production
- The role of government and its agencies
- Oil and gas terminology
- The technological process of exploration
- The technological process of drilling
- Understanding field development options
- The technological process of production
- The challenges of decommissioning

### Who should attend?

This course is extremely popular with personnel from all sectors of the oil and gas industry – government agencies, authorities, operators, contractors and service companies. It is especially valuable for newcomers to the industry and non-technical personnel working in areas like HR, Finance, IT, Contracts and Administration or for those working one specific discipline who feel they could benefit from gaining a wider appreciation of the 'big picture'.



#### Length of course:

2 days



#### Course locations:

Worldwide



#### Book this course online:

[mdtinternational.com](http://mdtinternational.com)



**14 hours CPD**  
accreditation



This course really helped me in understanding the Oil Energy specifications and technical details with process understanding. Trainer was very patient in explaining each question that came up and went way beyond to make sure we understood them."

**Maha, Trident Energy**



### Mastering Finance for Non-Financial Oil & Gas Personnel

**This course allows personnel who don't have a financial background to understand the basic principles, theory and practice of financial reporting and analysis as they apply to the oil and gas industry.**

#### What you will learn

- How to interpret, understand and act on financial information
- Elements of financial management specific to the oil and gas industry
- A conceptual understanding of key E&P accounting topics including depreciation, reserves, decommissioning, and asset impairment tests

#### Who should attend?

This course is aimed at personnel at all levels and in all disciplines, who wish to develop a better understanding of finance and budgeting in order to become more effective in their jobs. Suggested attendees include:

- Managers and supervisors who wish to improve their understanding of financial reports and the use of financial information for strategic and day-to-day decision making
- Specialists in all disciplines who work with financial information
- All personnel with budget responsibility
- Advisers who make recommendations based on financial data



**Length of course:**  
2 days



**Course locations:**  
Worldwide



**Book this course online:**  
[mdtinternational.com](http://mdtinternational.com)



**14 hours CPD**  
accreditation



Great overview,  
increased  
confidence  
in looking at  
company  
accounts."

**Geoff,**  
**Oil & Gas Authority**



## Exploration & Production Accounting Level 1

**This introductory-level course provides a comprehensive overview of international accounting and finance practices in the E&P industry.**

It is particularly suitable for finance personnel who are new to the oil and gas industry or want to gain a broader understanding of oil and gas financial policy, joint venture and cost-control topic areas.

### What you will learn

- An overview of accounting policies and practices in the oil and gas industry
- An introduction to managing project, development and operating costs
- Understanding the accounting and financial management implications of exploring for and producing oil and gas
- The background to financial issues like joint ventures that are unique to the E&P industry, and their accounting treatment

### Who should attend?

- Finance staff new to the industry who require a grounding in the various specialist discipline areas that typically comprise an oil and gas company finance function
- Finance personnel who are being developed for broader accounting and financial management responsibilities
- Audit and information systems staff who have frequent dealings with financial controls and systems
- Treasury and tax specialists who require a better understanding of E&P finance and accounting



#### Length of course:

3 days



#### Course locations:

Worldwide



#### Book this course online:

[mdtinternational.com](http://mdtinternational.com)



**21 hours CPD**  
accreditation



A really interesting course that goes into great detail on a variety of different subjects. Drew was very welcoming and helpful which helped engage the class. He used real world examples and his own experiences which helped to digest the material."

**Matthew, Dana Petroleum**



## Exploration & Production Accounting Level 2

**The aim of this training course is to raise to an intermediate level your knowledge and understanding of international E&P finance and accounting.**

This is achieved by in-depth examination of international practices and current developments across a broad range of relevant topics. You are encouraged to challenge existing methods as a basis for reviewing procedures and introducing improvements in your own workplace.



**Length of course:**  
5 days



**Course locations:**  
Worldwide



**Book this course online:**  
[mdtinternational.com](http://mdtinternational.com)



**35 hours CPD**  
accreditation

### What you will learn

- Enhance your knowledge of accounting and reporting issues unique to the E&P industry with emphasis on the application of International Financial Reporting Standards (IFRS)
- Improve your understanding of the accounting and reporting of Sales Revenue, Farm In/Farm Out, and Carried Interest
- Enhance your knowledge of Production Sharing Contracts and Joint Venture Accounting issues including Unitisation & Redetermination
- Improve your knowledge of the Corporate Budget and Planning process including a review of Key Performance Indicators and Company Strategy
- Raise your awareness of the E&P business activity for which we are accounting and reporting.

### Who should attend?

We recommend that, to derive maximum benefit from this course, you should first attend our predecessor Level 1 course. Otherwise, this course is suitable for personnel with a good foundation knowledge in exploration and production accounting.



The course is very informative and engaging. Also, very impressed by the use of practical examples on both the technical and non-technical aspects. The trainer is also well-experienced and friendly."

**Favour, Oriental Energy Resources**



### Exploration & Production Accounting Level 3

**This highly interactive workshop is aimed at those who wish to take their E&P accounting skills to a more advanced level than our introductory course, [E&P Accounting – Level 1](#), and our intermediate course, [E&P Accounting – Level 2](#).**

It will help equip you for more demanding analytical roles within your organisation.



**Length of course:**  
5 days



**Course locations:**  
Worldwide



**Book this course online:**  
[mdtinternational.com](http://mdtinternational.com)



**35 hours CPD**  
accreditation

#### What you will learn

At the end of this workshop you will be able to:

- Carry out and manage the day to day financial accounting activities associated with participation in E&P joint ventures
- Prepare, analyse and present information for effective financial reporting
- Understand the impact of a comprehensive range of activities on the financial statements of an upstream oil and gas company
- How to practically apply IFRS in accounting for a wide range of typical oil and gas industry activities

#### Training Method – Scenario Based Learning

Learning centers around highly realistic E&P company scenarios. A computer-based simulation is used to plan, record and report the progress of your company through several years of international E&P activities.

Teams of 2-3 people participate in the financial management of these activities, including Operator and Non-operator accounting, recording of transactions, updating of financial statements and analysis of results.

The highly interactive laptop based scenario approach will enable you to follow the impact of each activity from initiation through to final results and analysis of company performance.

“Really good course. I liked especially that it starts with a newly started E&P company and builds up the complexity. This helped me link different accounting areas.”

**Stian, Repsol Norge AS**



## Auditing in the Oil & Gas Industry - Level 1

**This introductory-level course provides a comprehensive overview of Auditing in the Exploration & Production (E&P) industry.**

It is suitable for anyone who wants to gain a broader understanding of Upstream Oil & Gas Auditing – including joint venture, financial and contractual audits by government and regulatory authorities in the various granting regimes (Production Sharing Contracts, Risk Service Contracts, Concessionary).



**Length of course:**  
3 days



**Course locations:**  
Worldwide



**Book this course online:**  
[mdtinternational.com](http://mdtinternational.com)



**21 hours CPD**  
accreditation

### What you will learn

- Gain knowledge of the unique features / key phases of the E&P business
- Understand the general principles and objectives of the various different types of Upstream Oil & Gas audits
- Add value to your organisation by improving your audit techniques and auditing skills
- Understand the importance of following process in order to avoid costly audit related findings
- Using industry specific examples and exercises, develop your understanding of the most common E&P industry audit issues

### Who should attend?

- Audit staff who are new or relatively new to the industry and who require a grounding in the various aspects of E&P Audit
- Finance/Accounting personnel involved in supporting audits
- Staff from a wide range of other business functions who are connected to/impacted by audit, such as, Supply Chain, Operations, Contracts Holders, IT, Tax and Treasury
- Topics will be covered from both the perspective of being part of an audit team plus that of the team being audited. Therefore, the course will appeal to staff from IOC's, NOC's and those from Government and/or Regulatory Authorities



I would like to thank our trainer. The information shared with us during this course was absolutely new for me but thanks to her professional teaching skill and huge experience all the information was successfully internalised."

**Natalya, NCOC**



### Auditing in the Oil & Gas Industry - Level 2

**An intensive training programme designed to improve the skills of those involved in the financial and contractual auditing of upstream Oil & Gas Exploration and Production activities.**

The objective of this course is to enhance your understanding of the various audit principles and practices being applied in this industry today and to equip you with the knowledge and tools to deal with complex audit cases.



**Length of course:**  
5 days



**Course locations:**  
Worldwide



**Book this course online:**  
[mdtinternational.com](http://mdtinternational.com)



**35 hours CPD**  
accreditation

#### What you will learn

- Apply a structured methodology for conducting oil industry internal, production sharing and joint venture audits
- Implement the benefits of a multi-discipline team audit approach
- Adopt a model of best practice for conducting audits
- Analyse, interpret and decide complex cases using the contracts and documents, the principles and auditor's judgement

The course concentrates on aspects of auditing unique to the E&P business. Extensive use is made of realistic industry-based exercises and case studies to reinforce key teaching points.

Participants have the opportunity to apply the knowledge gained in a practical and enjoyable format.

#### Who should attend?

- Personnel with an Internal audit background who are totally new to the discipline of JV or PSC audit
- Experienced audit practitioners who wish to update their auditing techniques
- Personnel from Finance or any discipline who intend to take part in internal or joint venture audits
- Personnel with a background in statutory audit in the accountancy profession who require an insight into the internal and joint venture audit areas

“The course has met my objectives of improving PSC Audit Skills. It is indeed highly impactful, and Matilde is a really wonderful instructor.”

**Zainab, TotalEnergies**





## E&P Cost Control, Budgeting & Cost Estimating

**This workshop will provide a comprehensive understanding on the nature of costs and cost drivers in the E&P industry providing in-depth understanding on the budgeting process, proactive management, effective control and optimization of costs together with focused and relevant performance reporting.**

The course uses a combination of instruction, group discussions, practical examples and exercises to ensure attendees absorb both the theory and the practical application of the topics.



**Length of course:**  
3 days



**Course locations:**  
Worldwide



**Book this course online:**  
[mdtinternational.com](http://mdtinternational.com)



**21 hours CPD**  
accreditation

### What you will learn

- Understanding the nature of costs and cost drivers in the E&P industry through the Field Life Cycle
- Purpose of the Budget. Planning and Budgeting models. The Strategic and Medium-term plan.
- Using budgets to make effective decisions. Prepare and understand costs in planning, budgeting & forecasting processes e.g. fixed / variable, capex / opex and routine / non-routine.
- Cost Accounting. Importance of timely cost capture and accurate recording e.g. VOWD / accruals, consistency of coding and clarity on accountability
- Strategic solutions in delivering cost optimization – “do more for less”
- Management of costs in PSC and JV environments. Avoiding cost leakage and ensuring audit preparedness

- Cost Control Framework - budgets, AFEs, progress reports and variance analysis. Understanding key components and ensuring seamless interaction
- Cost Performance Reporting - use of KPI's, variance analysis and trend analysis. Tracking and monitoring cost optimization initiatives and targets

### Who should attend?

- Personnel with an Internal audit background who are totally new to the discipline of JV or PSC audit
- Experienced audit practitioners who wish to update their auditing techniques
- Personnel from Finance or any discipline who intend to take part in internal or joint venture audits
- Personnel with a background in statutory audit in the accountancy profession who require an insight into the internal and joint venture audit areas



## Petroleum Project Economics & Risk Management

**This highly interactive and scenario-based training programme is designed to provide you with the ability to apply a structured approach to project justification, investment appraisal and decision making in the upstream petroleum business.**



**Length of course:**  
5 days



**Course locations:**  
Worldwide



**Book this course online:**  
[mdtinternational.com](http://mdtinternational.com)



**35 hours CPD**  
accreditation

### What you will learn

- Apply economic and risk management evaluation tools for oil & gas project proposals
- Identify and quantify key uncertainties during field development and full life cycle economics
- Calculate the economic and financial viability of expenditure proposals projects under risk conditions
- Develop a structured approach to measuring, managing and combating commercial risk
- Assess the ranking of alternative projects
- Prepare convincing project proposals in a way that will win management, partner and government approval
- Improve project and business outcomes

### Who should attend?

This introductory to intermediate level workshop is aimed at those with little or no previous project investment appraisal experience. Recent attendees who have benefited from this training include:

- Explorationists and petroleum/reservoir engineers
- Asset managers, project managers and facilities engineers
- Information systems managers and project leaders
- Management accountants, finance and contracts specialists
- Government and advisory executives
- Service/supplier companies staff



The course has been well prepared and organised in terms of subject and structure. Sharing and working on examples and exercises helped a lot in understanding the concepts.

**Aisha, North Oil Company**



## Contracts Strategy & Management

**Developing your own effective procurement and Supply Chain Management (SCM) strategy can make valuable quantifiable contributions to your company's performance.**

This practical 5-day course shows you how to adopt a "best-practice" model and outlines the latest thinking in upstream petroleum industry procurement.



**Length of course:**  
5 days



**Course locations:**  
Worldwide



**Book this course online:**  
[mdtinternational.com](http://mdtinternational.com)



**35 hours CPD**  
accreditation

### What you will learn

- To develop and implement a highly effective procurement strategy and plan for your organisation to reduce the overall cost of purchasing
- Manage your supply chain in order to deliver maximum value at minimum cost
- Develop and implement a best practice process for the management of contracts and the supply chain
- Adopt innovative ways to select contractors and prepare tender documents
- Choose the type of contract and compensation terms that best achieves the contract's objectives
- Prepare tender evaluation criteria and evaluate a tender submission
- Manage contract risk

### Who should attend?

This course is aimed at personnel at all levels and in all disciplines who have responsibility for and involvement in the entire procurement process. This includes line operational managers and specialists (the "end users"), as well as contracts managers and contracts specialists.



The trainer was amazing, I learned many things and gained a lot of information. Thank you MDT Team!"

**Mustafa, TAQA**



### International Oil & Gas Exploitation Contracts

**This course draws widely on industry case studies and realistic examples to deliver a broad-based, practical introduction to managing oil and gas exploration, development and production contracts.**



**Length of course:**  
5 days



**Course locations:**  
Worldwide



**Book this course online:**  
[mdtinternational.com](http://mdtinternational.com)



**35 hours CPD**  
accreditation

#### What you will learn

- The structure and benefits of different types of international contracts for petroleum exploration, development and production
- Key elements of oil and gas exploitation contracts
- How to structure the agreement(s) to meet your company's needs
- The different needs and expectations of national and international oil and gas companies
- An understanding of non-financial elements and their impact on economics and profitability
- How to identify and manage appropriately the risks and opportunities in the contract terms
- To differentiate between oil and gas exploitation and marketing issues involved in gas contracts
- How to model the changing parameters in a typical PSC

#### Who should attend?

This course is aimed at professional oil and gas company personnel at all levels and in all disciplines, including business development; contract negotiations; business analysis; strategic planning; joint-venture representation; and investment in petroleum projects. It also offers an in-depth general understanding of international oil and gas exploitation contracts.



The contents within the training exceeded my expectations, and I appreciated the dynamic methods used in class."

**Janete, JDA Sao Tome & Principe**



## Negotiation Skills for the Oil & Gas Industry

**This interactive workshop is designed to improve the outcomes of your negotiations.**

You will learn to apply a structured approach to negotiating which, combined with the practice sessions incorporated into this programme, will improve your negotiating confidence.

You will be exposed to the Breakthrough Negotiation Strategy to help you achieve results in difficult and complex negotiations.

### What you will learn

- How to plan and prepare for negotiations
- Recognise the vital steps in a negotiated settlement and to exhaust one step before proceeding to the next
- Improve your communication skills to achieve better results
- Resolve impasse and handle difficult negotiations
- Negotiate in teams
- Negotiate in an international petroleum environment taking into account cultural differences

### Who should attend?

This introductory to intermediate level workshop is aimed at those with little or no previous negotiating experience and who wish to improve their ability and confidence. It is suitable for a variety of professionals working in the oil & gas industry. It is suited for those involved in commercial and inter-personal negotiations.



**Length of course:**  
5 days



**Course locations:**  
Worldwide



**Book this course online:**  
[mdtinternational.com](http://mdtinternational.com)



**35 hours CPD**  
accreditation



This course was really interesting and motivating. It gives a lot of interesting tips on how to be well prepared for negotiations and on how to manage difficulties which might arise during them. Huge experience of the trainer and several examples given to illustrate major points make this training very lively."

**Titus, Seplat Petroleum**



### International Business Communication Skills

**This practical course, which includes realistic exercise and role-play scenarios, will help you improve your international business communication and influencing skills and project a more professional image.**



**Length of course:**  
5 days



**Course locations:**  
Worldwide



**Book this course online:**  
[mdtinternational.com](http://mdtinternational.com)



**35 hours CPD**  
accreditation

#### What you will learn

- The business communication skills required by international managers
- How to assess the effectiveness of your international communication skills and opportunities for development
- The key principles for successful international communication
- How to communicate more effectively (orally and in writing) in order to achieve your objectives
- How to increase your effectiveness in leading and participating in international business meetings
- How to write business proposals and reports which persuade clients and colleagues towards your point of view
- How to deliver successful business presentations to an international audience

#### Who should attend?

This course is aimed at managers and professionals working in an international environment who wants to improve their business communication and influencing skills, and in the process project a more professional image.



Excellent delivery of course content with relevant examples which improved my knowledge on the topic."

**Williams,  
Midwestern O&G**



## Leadership & People Management Skills

**As international companies move towards a flatter, team-based structure, supervisors and team leaders need to learn to combine fulltime operational responsibilities with leadership roles.**

This practical activity-based course is aimed at developing essential leadership and people management skills in people who are relatively new to this demanding role.



**Length of course:**  
5 days



**Course locations:**  
Worldwide



**Book this course online:**  
[mdtinternational.com](http://mdtinternational.com)



**35 hours CPD**  
accreditation

### What you will learn

- Prepare and make the adjustments necessary for a smooth transition into leadership
- Assess your own leadership capabilities, challenges and potential growth areas
- Manage yourself and your time more effectively to achieve your goals
- Develop SMARTer goals and Action Plans
- Apply effective communication techniques and conduct productive business meetings
- Motivate and encourage 'team spirit' among your staff
- Develop delegation skills and assignment Action Plans
- Develop coaching skills and use effective coaching techniques to improve staff performance
- Use a systematic problem-solving and decision-making approach
- Manage conflict and stress constructively

### Who should attend?

This workshop is for relatively new leaders and supervisors and those preparing for management. The focus on essential 'need to know' leadership skills and we recommend that people attend this workshop before attending the Advanced Leadership and People Management Skills course.



The course was very useful and fruitful for me, especially gaining the management skills to have responsibility and to lead staff."

**Aisha, KOC**



### Advanced Leadership and People Management Skills

**This practical leadership course will help experienced managers to achieve business goals by enhancing people management skills.**



**Length of course:**  
5 days



**Course locations:**  
Worldwide



**Book this course online:**  
[mdtinternational.com](http://mdtinternational.com)



**35 hours CPD**  
accreditation

#### What you will learn

- Identify the key competencies and skills required by international managers
- Assess your own levels of competence in business skills, personal effectiveness and relationship management
- Increase your personal effectiveness in critical areas including project planning, cross-cultural communication, and professional development
- Develop your skills in critical areas of people management: networking with and influencing others, project team management, conducting performance reviews, promoting staff development through training/coaching/mentoring and leading people through organizational change
- Plan for your own leadership and professional development through the organization

#### Who should attend?

Managers and professionals working in an international and/or multi-cultural environment who have several years' experience of management and want to improve their people management and communication skills.

This course is also suitable as a refresher programme for experienced managers. The course is also an ideal choice for those who have previously attended MDT's Leadership and People Management course.



# Inspiring In-house courses

---

Organisations around the world trust MDT International to develop and deliver in-house courses, where and when they're needed.

## **Organisations around the world trust MDT International to develop and deliver in-house courses, where and when they're needed.**

We work with you to understand your business, your priorities and your challenges before we devise a focused training package.

We can incorporate your own policies, procedures and data into course content as we create a course structure and format that precisely matches the needs of you and your employees.

All this with one strategic goal in mind: to build your in-house capabilities, enhance specialist knowledge and improve organisational performance.



To find out more about our in-house courses please visit: [www.mdnternational.com](http://www.mdnternational.com)

---



Excellent knowledge of trainer with valid & relevant experience. Keen to apply learning to practice."

**Chris, Dana Petroleum**



Excellent content and the trainer has great experience and used many examples during the course."

**Saima, KPC**



A topic which can be very dry was brought to life with excellent real-life examples."

**Fiona, Repsol Sinopec**

---

# How do we succeed on your behalf?

---

For us, it's about creating - and sustaining - a training connection. Many participants keep in touch with their trainer and with MDT long after their course is over.

To us, each trainee is more than just another face in the training room. They're professionals with their own goals and ambitions.

Our job is not only to support them;  
**it's to inspire them.**

**Drew Leitch, Managing Director**

“ The course was very resourceful given its practicability in nature. It is a must attend for everyone who would wish to advance their career in the Oil & Gas field.”

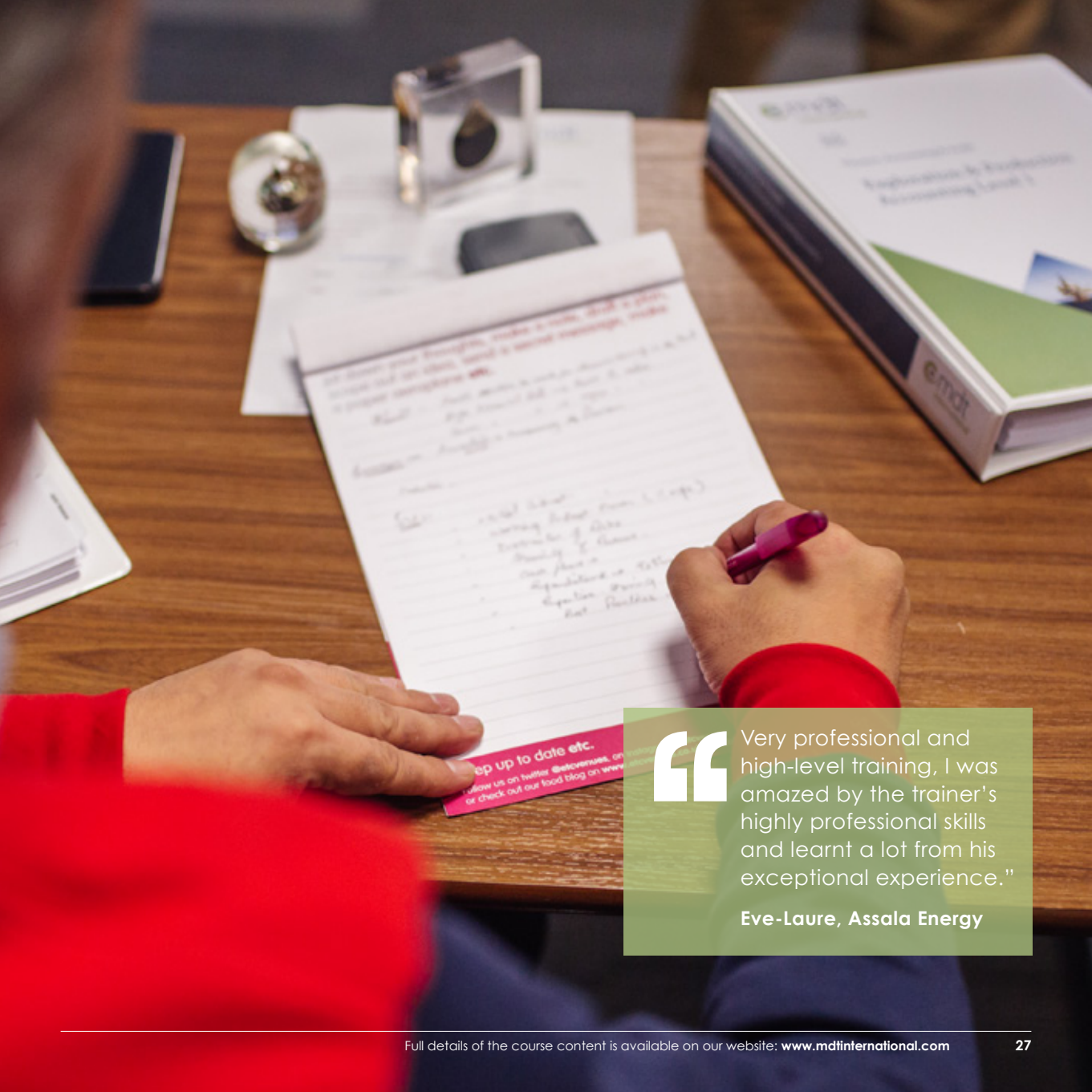
**Winifred, Uganda Revenue Authority**

“ Practical examples from the trainer's experience in the E&P is very impactful in assisting us understand different situations and their treatment.”

**Bilson, GOIL Plc**

“ Very engaging and kept me interested throughout, I felt I learned a lot from this course.”

**Joynul, Mitsui E&P**



... to ensure your strengths, make a note, add a plan, make a note and do what you need to do to make it happen...  
... to ensure your strengths, make a note, add a plan, make a note and do what you need to do to make it happen...  
... to ensure your strengths, make a note, add a plan, make a note and do what you need to do to make it happen...

Keep up to date etc.  
Follow us on twitter @mdinternat, on  
or check out our food blog on www...

“

Very professional and high-level training, I was amazed by the trainer's highly professional skills and learnt a lot from his exceptional experience."

**Eve-Laure, Assala Energy**

**MDT INTERNATIONAL LTD**

45 Albert Street, Aberdeen AB25 1XT

+44 (0)1224 561521

[info@mdtinternational.com](mailto:info@mdtinternational.com)

[www.mdtinternational.com](http://www.mdtinternational.com)

 [mdt-international](https://www.linkedin.com/company/mdt-international)

 [mdt.international](https://www.facebook.com/mdt.international)

 [@MDT\\_Int](https://twitter.com/MDT_Int)

