



# EXECUTIVE PROGRAMME INTERNATIONAL GAS BUSINESS AND COOPERATION FELLOWSHIP ON ENERGY PROGRAMME

This Executive Programme prepares participants for the transformational challenges within the Eurasian gas businesses. Two programme modules offer a unique learning and network opportunity that addresses the challenges of intercultural gas cooperation which have become more important as energy globalisation increased world's interconnectedness.



## About the programme

Change is accelerating in the energy market. Also natural gas industry is impacted by: the growth of renewable energy resources in the European Union, the integration of European and Asian gas markets, the growing number of cross-border interconnectors, the increasing number of regasification terminals receiving LNG. All these events have accelerated gas globalisation by increasing the number of trade relations. Besides, the natural gas market is in the middle of political tension, the rise of emerging economies, and political debate about climate change. Meanwhile, many experts believe that natural gas has an important role to play in the future energy mix. Gas advocacy, however, is needed to ensure common acknowledgement of the importance of natural gas in the ongoing energy transition.

To excel in the Eurasian energy market you will need a to understand the goals, ways of working and the business culture in different parts of Eurasia. This programme gives you a unique opportunity to learn more from the leading experts and interact with colleagues from different part of the Eurasian territories.

## Module 1: Energy globalisation, integrating gas markets and gas advocacy

The aim of this 4-day module is to understand the transforming energy, and especially gas, markets across Europe and Asia, to gain insights into the essence of the global gas relations and to comprehend the rising need for intercultural understanding.

### Topics covered in this module

Top representatives from European and Asian energy companies, and known institutions as OIES, Petronas university and others will discuss:

- intercultural management in a globalised energy world;
- the pillars of Eurasian energy politics: security of supply and demand;
- new gas supply routes and opportunities for cooperation in Eurasia;
- how to cooperate in gas market with substantial cultural differences (European, Russian, and Asia) and its effect business;
- the international advocacy for gas and the role of gas in the energy transition;
- international case work.

## Sharing the Energy of Knowledge.

### Module 2: Russian energy markets and intercultural management of cooperations

The second 4-day module focuses on cooperation and initiative taking across cultures and at the investment portfolios of energy companies, looking particularly at the Russian gas and oil sector. It gives better understanding of the Russian energy strategy and business culture. The need for cooperation and gas advocacy is discussed from a Russian perspective.

#### Topics covered in this module

Experts from Russian and Asian energy companies and research institutes will discuss:

- the Russian energy strategy and its relation with the history of the Russian energy sector;
- positioning oneself in cultural landscape, the effect of culture on business and cultural challenges in managing international cooperation;
- (Russian) leadership and cultural styles in the context of Eurasia energy relations;
- energy investment policy, investment choices and changing business models of large gas and oil companies;
- building to strategic partnership and the next step forwards;
- risk of globalisation: the risk of political sanctions;
- international case work and presentation to the expert panel.

The module has been developed in cooperation with Saint-Petersburg State University of Economics/Higher economic school/ <http://en.unecon.ru/>.

### Target audience

The programme is designed for professionals who have the potential to contribute actively to the leadership in the energy industry with:

- at least five years of experience in the energy business in a middle management position;
- a master's degree in a relevant discipline (economics, politics, finance or technology);
- good command of the English language;
- a role in gas advocacy programs;
- good understanding of the main value drivers in the energy industry and certain understanding of management and leadership skills.

### Certification

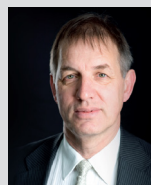
Upon successful completion of the International Gas Business and Cooperation Executive Programme the participant will receive a certificate on behalf of the University of Groningen and Energy Delta Institute.

### Investment

€ 6.750,- (accommodation costs and VAT excluded)

### Volko de Jong

#### Programme Director of the Executive Programme International Gas Business and Cooperation



*"In an interconnected gas market cooperation has become ever more important. To excel within intercultural cooperations, managers do not longer just need a broad expertise in the gas market, the new generation of leaders needs to possess and handle a wide set of social and intercultural skills to ensure fruitful partnerships."*

#### About Energy Delta Institute

Energy Delta Institute (EDI) is an international energy business school. Through a rich variety of energy training courses and networking activities we prepare energy professionals for challenges they face in what is a dynamic environment. EDI was founded in 2002 by GasTerra BV, NV, Nederlandse Gasunie, OAO Gazprom, Shell and the University of Groningen, later joined by EBN and Enagás. The energy community has come to appreciate EDI as a platform on which both partners and participants can exchange energy knowledge. The changing energy world is forcing companies to innovate in order to stay competitive. In addition, the energy sector faces the possibility of a growing shortage of qualified personnel over the coming decades. The sector has only one choice: to invest in knowledge.

Our energy training programmes and events respond to this urgent need, focusing on the economic, management, legal and geopolitical aspects of the energy business. All dates, locations and prices may be subject to change.



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Programme Partner



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