



Canadian Petroleum Training Institute Ltd.

EXAMPLE

COURSE OUTLINE

INTERNATIONAL SERVICE COMPANY BUSINESS

Starting the Relationship with a Petroleum Company

- Technical Pre-Qualification
- Safety and Environmental Pre-Qualification

Request for Proposal

- Technical Elements
- Personnel Requirements
- Financial Considerations
- Contractual Issues

How the Petroleum Company Evaluates the Proposal

- Proposal Evaluation Grid
- Writing the Proposal to meet the Petroleum Companies Needs and the Service Companies Objectives

Contracts

- Master Agreement
- Service Agreement

Servicing the Contract

Follow-up with the Petroleum Company

- A Successful Proposal and Contract
- An Unsuccessful Proposal

Inventory and Spares Management

Doing Business in other Countries

- Business Target
- Government Position
- Educational Standards
- Personnel Issues
- Management and Operations
- Cost Control