Project &Quality Management · PQ136

Local Content Management within the Oil and Gas Industry

Madrid · 21 - 25 Dec 2026

Date	Venue	Duration
21 - 25 Dec 2026	**Madrid**	**1 Week**
Fee	Ref	Language
£5,000 GBP	**PQ136**	**English**

Introduction

Local Content refers to the development of local skills, the transfer of oil and gas technology, and the use of local labor and native manufacturing. The business benefits of developing the first components of an area content strategy, such as building a local workforce and supplier capacity, integrating local content with business plans, and successfully monitoring the programs, will be discussed in this Local Content Management within the Oil and Gas Industry training course. You'll gain practical insight into what works best for your region, whether you're developing your policy now or want to proportion your local content models.

This training will prepare you to understand and deliver local content in the context of oil and gas projects. It aims to help you build the local workforce and supplier capacity, as well as implement and sustain successful local content strategic plans. Furthermore, the training will provide oil and gas companies with practical advice on how to realize the potential value of local content, as well as suggestions for all stakeholders on how to help create shared value through local content development.

This training course will highlight:

- Key factors within the local content provisions
- Exploring a variety of themes, including skills development programs and native content performance management
- Identify and assess the impact of local content provisions over the execution of an oil field development project
- Participate in the elaboration of an area content management plan
- Negotiation of local content provisions applicable to a given contractual context

Course Objectives of Local Content Management within the Oil and Gas Industry

This training course will enhance your ability to spot, determine and manage local content

strategies within the oil and gas business. it'll boost your skills in mastering the implications of local content provisions over the execution of an oil field development project, mainly in terms of procurement and personnel management.

At the top of this training course, you'll learn to:

- Identify the key factors within the local content provisions applicable to a given contractual context, and assess their impact over the execution of an oil field development project
- Participate in the development and implementation of local content strategy and execution of an area content management plan, participate during a procurement contract tendering, negotiation and follow-up, take under consideration the impacts of local provisions on workforce management
- Manage local content regulations and requirements in key oil and gas-producing nations around the world
- Understand the newest updates to local content calculation methodology and its impact on your projects and planning
- Participate in the elaboration of an area content management plan
- Learn the way to significantly improve your management of local content internally and across your supplier base

Course Methodology of Local Content Management within the Oil and Gas Industry

In this Local Content Management within the Oil and Gas Industry training course, our expert presenter draws on practical experience and extensive discussion with policy makers, ministers, law officers, private sector contractors round the world. This GLOMACS training course blends presentations with practical case studies and interactive exercises to make sure that participants have ample opportunity to debate, challenge and understand the key principles in Local Content Management within the Oil and Gas Industry

Organizational Impact of Local Content Management within the Oil and Gas Industry

Success is often learned, and failures are often avoided, by examining others' experiences. Throughout this training course, we draw on practical samples of best practice and well-documented failures to maximize your team's chances of success. Through practical examples, open discussion, and interactive exercises, your team can gain the talents and confidence to affect Local Content Management within the Oil and Gas Industry within your organization.

Personal Impact of Local Content Management within the Oil and Gas Industry

Your team members will learn and have the chance to practice techniques for:

- Evaluating key elements of local content between regulations, industrial policy, commercial interests, and sustainable development
- State of play on local content regulations around the world including Brazil, Nigeria, Kazakhstan, Indonesia, Australia, and China amongst others
- Formulating contracting strategies that match local capabilities
- Simulated tender evolution of local content

- The mechanics of local content
- Reviewing and setting metrics for measuring and reporting Local Content Performance

Target Audience of Local Content Management within the Oil and Gas Industry

This training course is aimed toward managers from the Oil & Gas sector (National Oil Companies {NOCs}, regulation authorities, ministries) or from International Oil Companies (IOCs) having to deal or operate under an area content environment and contractual provisions.

This training course is suitable for a good range of execs but will greatly benefit:

- Local Content Managers
- Capacity Building Officers
- Human Resource Managers
- Operations & Logistics Managers
- Supply Chain & Procurement Managers
- Planning & Strategy Managers
- Project Managers
- Government Officials
- Legal & Contract Managers
- Business Development Managers

Course Outlines of Local Content Management within the Oil and Gas Industry

DAY 1

Introduction to Local Content within the Oil and Gas Industry

- Oil and Gas Industry: Setting the Scene
- What is Local Content?
- Understanding the Context and Current Overview of Major Themes in Local Content Laws and Regulation
- Company Perspectives
- The Role of International Oil Companies
- The Role of National Oil Companies

DAY 2

Local Content in Procurements and Contracts

- Understanding the Underlying Concepts Local Content Policy Provisions Applicable within the Oil & Gas Business
- How to form Quick Wins In: Procurement of products and Services from Local Suppliers, Employment and Development of Local Workforce, Knowledge and Technology Transfer
- Building and Developing Human Capacity
- Developing Oil and Gas Industry Capacity
- Building A Globally Competitive Supplier Base: that specialize in Community Participation within the Supply Chain
- Procurement And Contract Strategy

DAY 3

Developing an area Content Plan

- How to Approach a National Content Plan
- Content Implementation
- Implementation, Measurement and Monitoring of Local Content
- Group Session: Local Content Strategy From a corporation Perspective
- Corporate Social Responsibility (CSR)
- Local Content Agenda, Targets, Measures and Mechanisms to satisfy Local Content Requirements, Monitor and Implement Targets Performance of Local Content

DAY 4

Local Content Management Plan (LCMP)

- Opportunities Driving Forces, Issues, Obstacles in Nationalizing Host Countries Workforce, Challenges and their Effective Solutions of Localization of Workforce and Suppliers for the Satisfaction of Local Content Requirements
- Maximization of the Commercial Success of Projects with Local Content Quick Wins
- Quick Wins in Supplier Development and Training of National Suppliers and Workforce
- Challenges and Opportunities
- Managing Expectations
- Key Factors in Developing and Implementing an area Content Strategy
- Developing Local Content Management Plan (LCMP)
- Incorporating Local Content during a Contractual Strategy
- Key-factor and Associated Risks
- Setting up and Management of an LCMP

DAY 5

Negotiation and Drafting of Local Content Provisions

- Contract Drafting and Negotiation
- Ways to live Local Content
- The Balanced Scorecard and other Tools in Local Content
- Consequences of Local Content Provisions on the Execution of a purchase Contract
- Contractual Strategy including Impact on Oil and Gas Contracts
- Tendering Process
- Recommendation and Awarding
- Execution - Control
- Impact of Local Content Provisions on Workforce Management
- Employment, Training and Education

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https://www.hplustraining.com/cities/madrid/51179
training@hplustraining.com · +44 74 0108 8599 · +90 539 827 59 14