

## Asset Trading Game

### Designed for:

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

### Duration (days)

1 2

### Learning Level:

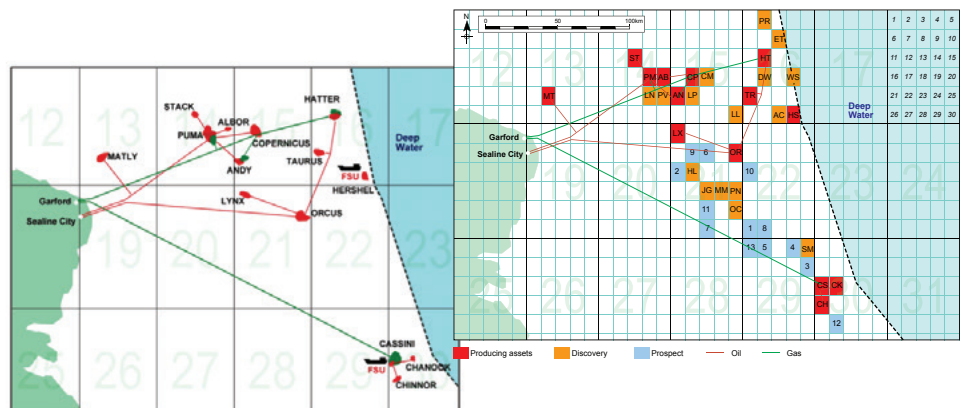
Skills ☐ ☐ ☐  
Knowledge ☐ ☐ ☐  
Awareness ☒ ☒ ☒

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.

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.

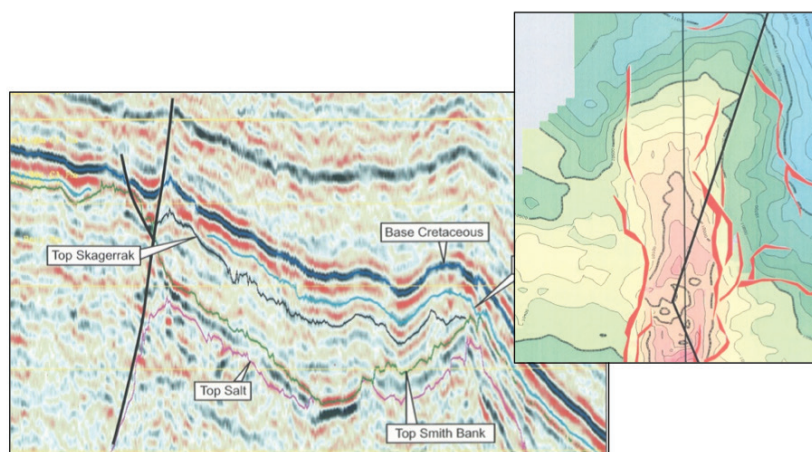


Early Development  
E&P Overview  
Reservoir  
Wells

**Business & Risk**  
Open Air  
Coaching  
Master Class



## Asset Trading Game continued



### Course Duration:

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

### Courses available from this series:

Strategy & Performance Management  
Petroleum Economics  
Oil and Gas Business Decisions  
Risk Analysis  
Petroleum Economics and Risk Analysis  
Oil and Gas Risk Management  
E&P Business Simulation (Panacea)  
Asset Trading Game  
Petroleum Risk and Portfolio Management

### Course Tutors



**Mark Cook** BSc, MBA

**Main Series tutoring:** Early Development, Business & Risk, Reservoir Engineering

**Industry experience:** 40 years, reservoir engineering, economics and risk analysis

**Career background:** Shell, TRACS (Director) and AGR (VP)

**Personal:** Author, 'Hydrocarbon Exploration and Production' (Elsevier 2008), 'Petroleum Economics and Risk Analysis' (Elsevier 2021), SPE distinguished lecturer on Risk Analysis



**Mark Bentley** PhD

**Main Series tutoring:** Reservoir, E&P Overview, Open Air and Master Class

**Industry experience:** over 25 years, geoscience

**Career background:** Shell, AGR and TRACS

**Personal:** Author 'Reservoir Model Design', SPE and EAGE distinguished lecturer, AGR & TRACS Training director, associate professor Heriot-Watt University



**Mark Graham** BSc, CEng, MEI

**Main Series tutoring:** Master Class

**Industry experience:** over 30 years, petroleum engineering and economics

**Career background:** Schlumberger, Shell, AGR and TRACS

**Personal:** Author, 'Hydrocarbon Exploration and Production', Member of Energy Institute