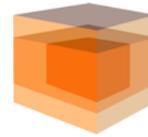




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## **POLITICS AND ECONOMICS OF THE ENERGY MARKET With a Special Focus on Oil and Natural Gas**

**2 Days Training Seminar in Angola**

**May 14-15, 2015**

### **Abstract**

Resource-rich countries face challenges concerning political and economic volatility. Understanding the mechanisms of the complex energy market proves useful to act and react in a wise manner. The energy business requires a sound command of geopolitics and a solid knowledge of economic mechanisms. Given the tremendous volumes of financial means needed for exploration and the long-term commitments, this course presents the many aspects of the oil and gas market. A two to three day workshop will cover the main topics and offer a debate after each presentation. A simulated energy conference is an additional option so to apply the material discussed.

### **Objective of this course is to empower**

decision-shapers and decision-makers both on the level of public administration (ministries) as well as companies and financial institutions with insight, practical information and case-studies. The latter will focus on “lessons learnt” from past oil crises etc.

The course is designed for persons who are partially familiar with certain aspects of the oil and gas exploration and industry and wish to obtain a larger picture of the role these strategic commodities play in global economy and, in particular, for an oil-producing country like Angola.

### **Lecturer / Trainer:**

Dr. Karin KNEISSL

Analyst, Lecturer, Free-lance Correspondent and Book Author

Dr. Karin Kneissl, Austrian analyst in international affairs, teaches at universities both in Austria, Lebanon and Germany. She has done, inter alia trainings in negotiating in the energy sector for the OSCE, the Vienna based Organization for Security and Cooperation in Europe.

## STUDY PROGRAMME

(subject to change)

### Outline:

#### Day 1

Session 1      **Which factors determine the price of oil and natural gas:**  
9-12 am

Supply, demand, geopolitics, financial markets, and currency aspects? Session 1 and 2 will deal with the mechanisms of price-building both in the oil and gas market. We will discuss the decoupling of the gas-price, current reserve issues and the impact of the ongoing economic crisis on energy-consumption.

BREAK

Session 2      **(continued)**

Oil-curse and oil-blessing – the “Dutch disease” – lessons to be learnt.  
The transformation of the energy-mix on a global and regional level.

Session 3      **Some main actors**  
2-5 pm

The emergence of OPEC. Its history, functioning and current debates.  
This part can be elaborated more deeply since Angola is a Member State of OPEC, but not a founding member, the debate can include a series of case studies on decision-making. The trainer is in constant contact with OPEC, since its general-secretariat is based in Vienna.

Session 4      **Case-study: The OPEC Long-term strategy – does it work?**

Dialogue or confrontation with other important actors:  
IEA, Russian Federation, etc.

## Day 2

Session 5  
9-12 am

**Geopolitics: The price developments in the light of current political tensions (North-Africa, Arabian Peninsula)**

Which reserves and which exploration costs? Conventional and unconventional oil and gas: extraction, refining and ecological risks.

The rising Asian demand. Pipelines turning east.

The role of China on the African Continent: Different approaches  
With focus on Western Africa, Sudan, Congo and Angola

Session 6  
2-5 pm

**Upstream-midstream-downstream: cooperation and competition between National and International Oil Companies**

Production sharing agreements (PSA): What is it? Which types of PSA exist?  
The case of Iraq and Turkmenistan

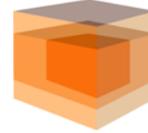
Session 7

**Who formulates the energy-policy? Governments, Companies or International Organisations...**

Which investments in new forms of energy in times of economic crisis and a massive oil price slump?



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**Trainer: Karin KNEISSEL**

**Dr. Karin Kneissl, Austrian analyst in international affairs, teaches at universities both in Austria, Lebanon and Germany. She has done, inter alia trainings in negotiating in the energy sector for the OSCE, the Vienna based Organization for Security and Cooperation in Europe.**

Karin Kneissl who holds a Ph.D in international law works as a freelance researcher and lecturer in Vienna. Prior to her current professional life, she served as a diplomat in the Austrian Ministry of Foreign Affairs (1989-1998) and was posted in Paris and Madrid. At the Vienna headquarter she was assigned to the office of the Legal Advisor, cabinet of the Minister and Department on the Middle East and Africa. The focus of her academic activities and publishing encompasses history and economics of the Middle East, energy issues and international law.

These subjects are intertwined and have recently gained a new dimension: for political analysis is back in all economic assessment. Her expertise is currently requested by numerous companies and media. Dr. Kneissl spent several years in the Arab world, mostly in Jordan and Lebanon. For the past ten years she has been lecturing at various universities, among them Université Saint Joseph in Beirut. She regularly travels from North Africa to the Middle East and into Central Asia where she teaches and conducts her research on geopolitics. In cooperation with the OSCE, the Organization for Security and Cooperation in Europe, she has taught a series of courses.

Ever since 2002 she has been a regular commentator for the Austrian radio and TV broadcaster ORF, whenever political developments in the Middle and the events in the energy market require it. She is fluent in Arabic, French, English and Spanish, her mother-tongue is German and she did basic studies in Hebrew and Hungarian.

After several moves between the continents, Karin Kneissl completed her law studies at Vienna University in 1987, then was a Fulbright scholar at Georgetown university in Washington, D.C. and was admitted to ENA, Ecole Nationale d'Administration in Paris for 18 months. For her dissertation research on the Concept of Borders in the Middle East she accomplished an academic year at the Hebrew University of Jerusalem, went to Jordan University and did parts of her research in Washington based on scholarships.

In addition to the above-mentioned institutions, Karin Kneissl teaches at the Diplomatic Academy Vienna, European Business School in Hessen/Germany and the Military Academy in Austria. Her articles are widely published in German, English and French quarterlies and monthlies. She is the author of several books, among them "Der Energiepoker", published in a revised second edition in Munich in 2008. Next to her urban duties Karin Kneissl runs a tiny farm with two horses, dogs, chicken and ducks and many more four-legged members.