

Programa Anual de Capacitación – PAC 2018

FICHA DEL CURSO

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| NOMBRE DEL CURSO: ENGLISH FOR THE OIL AND GAS INDUSTRY - STAGE II | FECHAS DE CLASES: INICIA 22 DE MAYO DEL 2018 |
| DURACIÓN: 48 HORAS | NÚMERO DE PARTICIPANTES: 20 PARTICIPANTES |
| NIVEL DEL CURSO: AVANZADO | IDIOMA: INGLÉS |
| HORARIOS: MARTES Y JUEVES DE 19:30 A 21:30 HRS. | EMPRESA PROVEEDORA: CENTRO DE IDIOMAS DE LA UNIVERSIDAD DEL PACÍFICO |
| INSTRUCTOR: ESPECIALISTAS | METODOLOGÍA: PRÁCTICO (80%) TEÓRICO (20%) |
| LUGAR DEL CURSO: AV. ALFREDO BENAVIDES 1657, MIRAFLORES | ÁREA: INGLÉS |

1. INFORMACIÓN DEL CURSO:

El curso “English for the Oil & Gas Industry – Stage II” ha sido diseñado con el fin de profundizar el desarrollo en los participantes de las habilidades lingüísticas en el idioma inglés para poder interactuar tanto en el inglés hablado como escrito en situaciones propias del giro laboral como participación efectiva en reuniones, conducción de presentaciones de negocios y negociaciones.

2. OBJETIVO DEL CURSO:

- Proporcionar a los participantes un eficiente entrenamiento en el inglés técnico propio del área de hidrocarburos.
- Brindar un entrenamiento específico para el desarrollo de las habilidades de comprensión de lectura unido a la adquisición de vocabulario técnico lo que le permitirá a los participantes leer con facilidad manuales técnicos propios del área de hidrocarburos.
- Brindar una capacitación teórico-práctica para participar de manera efectiva en reuniones de trabajo, negociaciones, así como en la presentación de presentaciones efectivas.

3. METODOLOGÍA:

El curso “English for the Oil and Gas Industry – Stage II” emplea el sistema metodológico propio del Centro de Idiomas de la Universidad del Pacífico: “Goal Achievement System”. Dicho sistema orienta a que el trabajo realizado en cada sesión le permita al participante alcanzar objetivos concretos. Según este sistema, cada sesión logra objetivos de aprendizaje y permite ponerlos en práctica inmediatamente.

Las clases son eminentemente prácticas, requiriendo para ello una participación activa por parte de los participantes. El trabajo llevado a cabo en clase será reforzado por el material suplementario distribuido a través de la plataforma virtual Blackboard, la cual permitirá al docente compartir material adicional y relevante para el alumno.

Con el fin de maximizar el aprendizaje, las sesiones de clase se encuentran bajo el sistema de “Co-dictado”. En él, el trabajo del experto en el área se combina con el trabajo del especialista lingüístico para proveer el ambiente apropiado.

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4. DIRIGIDO A:

El curso se encuentra dirigido a profesionales de cualquier rama relacionada a la industria de Hidrocarburos que hayan aprobado satisfactoriamente el curso “English for the Oil & Gas Industry – Stage I”

5. REQUISITOS MÍNIMO (AÑOS DE EXPERIENCIA DEL PARTICIPANTE):

- Haber aprobado el curso “English for the Oil & Gas Industry”

6. MATERIALES A UTILIZAR (LAPTOS, MANUALES, ENTRE OTROS):

- PARTICIPANTES: Manual elaborado por el Centro de Idiomas de la Universidad del Pacífico
- INSTRUCTOR: Manual, Diapositivas y videos

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7. CONTENIDO DETALLADO DEL CURSO:

El curso se desarrollará bajo la modalidad de Co-dictado. El tema del día correspondiente a Geociencia se desarrollará normalmente en 50 minutos a fin de dar lugar a 10 minutos de discusión y consultas adicionales. La segunda mitad de la clase tendrá como objetivo el mejorar las habilidades comunicativas en el idioma inglés utilizando los temas vistos en la primera sección.

| Contenido del curso | | |
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| Unidad 1: The Petroleum Industry in Peru | <u>Sesión 1: Introduction</u> | <ul style="list-style-type: none"> • Objetivos • Discusión |
| | <u>Sesión 2: The use of petroleum in Ancient Times</u> | <ul style="list-style-type: none"> • Petroleum at Pre-Inca and Inca times • Petroleum during the Tahuantisuyo expansion • Petroleum during the Inca Empire development • Petroleum under spaniard colony • Importance of petroleum in naval transport |
| | <u>Sesión 3: Petroleum after the independence</u> | <ul style="list-style-type: none"> • Coal oil: a new source of illumination • Digging ditches to obtain the valuable “cope” • The pioneers of petroleum exploration • Digging ditches to get petroleum samples • Digging deeper to obtain light petroleum • Kerosene distilled from petroleum arrives to Lima |
| | <u>Sesión 4: The first “Wildcat” in Peru</u> | <ul style="list-style-type: none"> • Results of petroleum sample analysis • The decision to drill a well in Zorritos • Gathering equipment, and tools |
| | <u>Sesión 5: Exploration and</u> | <ul style="list-style-type: none"> • Peru: main oil exporter in South America • A new petroleum success in Peru – Negritos, Piura • The oil industry during and after the “War of the Pacific” • Foreign oil investment companies arrive to Peru |

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| | <u>production continue</u> | <ul style="list-style-type: none"> • A new petroleum discovery in Peru – Lobitos, Piura • Historical exploration in northwest Peru 1863-1906 |
| | <u>Sesión 6: The growth of the Petroleum Industry in Peru</u> | <ul style="list-style-type: none"> • The International Petroleum Company (IPC) arrives to Peru • Construction of a petroleum refinery in Talara • The great expansion of oil production • Exploration ownerships in northwest Peru |
| | <u>Sesión 7: Caso de Estudio 1</u> | <ul style="list-style-type: none"> • El “Boom” en la exploración en la década del 70. |
| | <u>Sesión 8: Exploration failures</u> | <ul style="list-style-type: none"> • Exploration in Pirin, Puno • Exploration in Huancane, Puno • Exploration campaign in Sechura, Piura • Reducing investment in exploration |
| | <u>Sesión 9: Exploration and development in other regions</u> | <ul style="list-style-type: none"> • Successful discovery in the Ucayali region • The revised “law of petroleum” • Two new discoveries in the Amazonian region • Successful exploration in the northwest offshore • The creation of Petroperú |
| | <u>Sesión 10: The exploration “Boom” in the Amazonian jungle</u> | <ul style="list-style-type: none"> • First discovery in the northeast Amazonian jungle • Pipelines: Jungle to coast • Discovery of a gas & condensate field |
| | <u>Sesión 11: Review</u> | <ul style="list-style-type: none"> • Control de lectura |
| <u>Sesión 12: Examen parcial</u> | | |
| | <u>Sesión 13: Introduction</u> | <ul style="list-style-type: none"> • Objetivos • Discusión |
| | <u>Sesión 14: Overview</u> | <ul style="list-style-type: none"> • Major regions of the |

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| Unidad 2: Major Petroleum regions of the World | | <ul style="list-style-type: none"> world • Background knowledge |
| | <u>Sesión 15: The United States</u> | <ul style="list-style-type: none"> • Introduction • Major production areas • Production • Consumption • Reserves |
| | <u>Sesión 16: The American Realm</u> | <ul style="list-style-type: none"> • Introduction • Major production areas • Production • Consumption • Reserves |
| | <u>Sesión 17: The Eurasian Realm</u> | <ul style="list-style-type: none"> • Introduction • Major production areas • Production • Consumption • Reserves |
| | <u>Sesión 18: The Middle Eastern Realm</u> | <ul style="list-style-type: none"> • Introduction • Major production areas • Production • Consumption • Reserves |
| | <u>Sesión 19: The African, Australian and Pacific Realm</u> | <ul style="list-style-type: none"> • Introduction • Major production areas • Production • Consumption • Reserves |
| | <u>Sesión 20: Caso de Estudio 2</u> | <ul style="list-style-type: none"> • Is the Environment compatible with the Oil Industry? |
| | <u>Sesión 21: Debate</u> | <ul style="list-style-type: none"> • Expertise debate |
| | <u>Sesión 22: Review</u> | <ul style="list-style-type: none"> • Control de lectura |
| <u>Sesión 23: Examen Final</u> | | |
| <u>Sesión 24: Consolidación y entrega de notas</u> | | |

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8. INFORMACIÓN DEL INSTRUCTOR:

Mario J.A. Del Pino Loza

Email: mario.delpino40@gmail.com

Summary:

Senior E&P professional with solid experience in the oil industry, in exploration, development and geological operations, both onshore and offshore. Led exploration operations in frontier and mature basins, identifying and qualifying exploration opportunities, land sale evaluations. Extensive experience throughout Latin America, Middle East and North Sea in E&P operations, working with major oil companies. Excellent communication and good mentorship skills

- Member of the American Institute of Mining, Metallurgical and Petroleum Engineers (1984)
- Member of Professional Well Log Analysts (1981)
- Member of the American Association of Petroleum Geologists (1979)
- Member of the Peruvian Geological Society (1970) Argentina (1991)
- Colegio de Ingenieros del Perú - CIP Register N° 7112 (1968)

Professional Experience & Positions (1991 to 2015)

CNPC PERU S.A.

July 1st. 2014 to May 31st. 2015

Acting Exploration Manager

Responsible for Exploration Operations in Block 58. Program preparation to obtain 782 km. of 2D seismic and to build up 12 exploratory drilling locations. Preliminary negotiations to acquire new exploration assets in association with other oil companies.

PETROBRAS ENERGIA PERU S.A.

January 1st, 2007 to June 31st. 2014

Exploration Operations Manager (Exploration Acting Manager).

Responsible for Exploration Operations in Block 58, Madre de Dios Basin, in the Sub Andean fold and thrust belt. Lead the supervision of four successful exploratory wells, 3D and 2D seismic campaigns in remote areas and scouting/geological field trips. Supervised, in coordination with HES management, field safety process during the acquisition of 750 kms. of 3D seismic in Block 58.

Supervised Aerogradiometry & Magnetometry campaigns over six blocks located in the Marañon Basin, under a Technical Evaluation Agreement with Perupetro, as well as in Block 117 (Marañon Basin) and Block 110 (Ucayali Basin) in partnership with Inpex Petroleum (Japan) and Ecopetrol (Colombia).

Representative to Jungle Communities, Government Entities as Perupetro, Petroperu, Ministerio de Energía y Minas, OSINERGMIN, OEFA, SUNAT and other government and private institutions related to the oil industry. Member of different partners committees in other exploration projects (Block 57 operated by Repsol and Block 103 operated by Talisman).

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PETROBRAS ARGENTINA (PESA).

December 2002 to December 2006

Acting Exploration Manager

Exploration Operations Manager

Responsible for Exploration Operations Campaigns in Argentina (Neuquén and Austral Basins), Ecuador (Oriente Basin) and Venezuela (Guarumen Sub Basin, including geological control during drilling of wildcats and 2D seismic campaigns).

Participated successfully as technical representative of Petrobras in a gas business arbitration against Chilean consortium. Developed and nurtured good relations as liaison with other companies and government agencies both in Argentina and overseas.

PETROLERA SANTA FE S.A.

October 1993 to November 2002

Chief Geologist

Geosciences Manager

Acting Exploration Manager

Responsible of regional studies and member of team that generated successful exploration projects in the Neuquén Basin (Sierra Chata & Mangrullo fields). Responsible of the geological development project for discovered fields.

Participated in New Ventures assessments in Perú (Marañón Basin). Represented Petrolera Santa Fe in OCM & TCMs in Joint Ventures operated by Tecpetrol in the San Jorge Basin. In charge of presentations to Petrobras and other companies in several data rooms related to the selling of Santa Fe assets in Argentina. Maintained good relationship with Hydrocarbon Government Office authorities and Environmental Bureau representatives, in Buenos Aires, Neuquén and other argentinian provinces.

TREND ARGENTINA S.A.

July 1991 to September 1993

Consultant Geologist

Supervised two exploratory wells in the Neuquén Basin, including wire line log evaluation and provided recommendation for testing program. As a result of the acquisition of Trend Argentina by Santa Fe Energy Resources, appointed as Chief Geologist of Petrolera Santa Fe S.A. Argentina.

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Positions (1965 to 1991)

OCCIDENTAL PETROLEUM CORPORATION OF PERU.

January 1985 to June 1991
Exploration Senior Staff Geologist
Chief of Field Geology Department

OCCIDENTAL PERUANA INC.

January 1983 to December 1985
Senior Development and Production Geologist

OCCIDENTAL BOLIVIANA INC.

July 1980 to December 1982
Chief of Geology Department

OCCIDENTAL PETROLEUM CORPORATION OF PERU.

May 1978 to July 1980
Exploration Senior Geologist

EXPLORATION LOGGING MEXICO INC.

January 1977 to April 1978
Consultant Operations Geologist

UNION OIL COMPANY OF PERU.

August 1972 to September 1976
Senior Exploration Geologist
Chief Geologist

BELCO PETROLEUM CORPORATION.

June 1968 to July 1972
Well site Geologist
Micropaleontologist

GEOLOGICAL SURVEY OF PERU.

April 1965 to May 1968
Field Assistant Geologist
Party Chief Geologist

Academic Experience

From May 1973 to June 1978, Part Time Professor of Micropaleontology applied to the Oil Industry, School of Geology - Sciences Faculty - San Marcos National University. Lima-Peru.

Education

Geological Engineer and Bachelor in Geology, graduated from the School of Geology - Sciences Faculty of the San Marcos National University of Lima - Peru.

Thesis: "Geology of the Puémapa - Chocope - Otuzco Quadrangle" - Northwest Peru.

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Professional Experience Summary

Field Geology

-As field geologist carried out mapping projects in the Eastern and Western Cordillera and High Andean Plateau, including air photographs interpretation (Geological Survey of Peru).
-Performed surface mapping and sampling for reservoir and source rock analyses in the southern coast of Chile (Union) and in the Ucayali Basin (OXY)
-Party Chief in the Field Geology Campaign, mapping the Shira Mountains Area - Sub Andean Huallaga Basin and in the Ucayali Basins Field Geology Projects. Sub Andean Jungle Peru (OXY).Written Final Reports. Supporting Marañon and Ucayali Basins re-evaluation.

Exploratory Operations (Subsurface and Geological mapping)

Over 30 discovery fields and 40 exploratory and 50 developed wells, including generation of prospects, well site control, coring, electrical log evaluation, final reports in several areas:

Magdalena Middle Valley Basin. On shore - Colombia (ECOPETROL)

Talara Basin - Onshore and Off shore - Peru (BELCO)

Tumbes and Progreso Basins - Off shore - Peru & Ecuador (UNION - TENNECO)

Marañon and Oriente Basins-Foreland jungle areas-On shore-Peru & Ecuador (UNION)

Gulf Basin - Off shore - Nicaragua (UNION)

Campeche Gulf Basin-Off shore - México (EXLOG);

Salaverry and Trujillo Basins - Off shore - Perú (OXY)

Marañon and Ucayali Basins-Sub Andean and Foreland Jungle areas - On shore - Perú (OXY)

South Sub Andean Basins - Chaco and Robore areas - On shore - Bolivia (OXY)

Neuquén, Mendoza, Austral Basins - On shore - Argentina (OXY)

Mountain Front Area - On shore - Oman (OXY);

South Palmyrid Basin - On shore - Syria (OXY);

North Sea Basins - Off shore - Scotland (OXY);

Neuquen Basin - On shore - Argentina (TREND)

Neuquen and San Jorge Basins - On shore - Argentina (SANTA FE)

Guarumen Sub Basin - On shore - Venezuela (PETROBRAS)

Madre de Dios, Ucayali, Marañon & Huallaga, Jungle Basins - On shore - Perú (PETROBRAS)

Madre de Dios Sub Andean Jungle Basin-On shore - Perú (CNPC)

Regional Geology

Team Leader of a geological group in charge of the regional studies and evaluation of prospective areas in Peru, Chile, Brasil, Ecuador, Bolivia and Argentina. Written of Geological Reports and Proposals for exploratory wells. (UNION-OXY)

Paleontology

Micropaleontological control of wells drilled in the Talara (Eocene) and Tumbes (Miocene) Basins. Off shore Northwest-Peru. (BELCO-UNION)