



JIGNYASHIKA

TRAINING CATALOGUE

2023-24

**Dr.Sundararaman Chintamani /
Jayanthi Chintamani**

P : +91-9840923764

E : sundares@sundarspeaks.com

W: www.sundarspeaks.com

Inside...

At Jigyashkia, we believe that curiosity (Jignayasa) is the cornerstone of achievement (Yashika). We specialize in providing exceptional training and consultancy services, empowering individuals and organizations to explore, question and grow. Join us on a journey of continuous learning and unlock the path to success through the power of curiosity.



Jignyashika

TOPICS

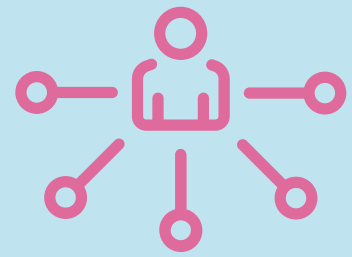
Management Topics

1. Business Storytelling
2. Design Thinking
3. Mindmapping
4. Unleashing Your Creativity
5. Presentation Skills
6. Canva Mastery
7. Team Collaboration

Technology Topics

1. Industry 4.0 Overview
2. O&G Industry Overview
3. Petroleum Refining
4. IT for O&G Industry
5. Enterprise Asset Management
6. Plant Automation and Process Control
7. Cybersecurity Capability Maturity Model (C2M2) for O&G
8. Sustainability Imperatives for Oil & Gas

BUSINESS STORYTELLING



Session Overview

- Business Storytelling refers to the use of the story structure for corporate presentations and meetings
- Business storytelling can be used on various occasions such as for developing marketing narratives, sales calls, customer presentations, persuading and motivating team members

Customer Challenges

- Attention span of people is becoming a scarce commodity nowadays
- Most business communications sessions are dull and boring sessions
- Leaders find it difficult to engage with the stakeholders
- Corporate initiatives take more time than planned

Solution

- Business Storytelling becomes a handy tool to engage with people and get things done

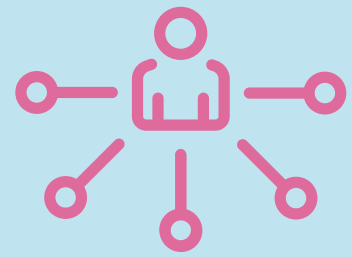
Target Audience

- Sales and Marketing professionals
- Account Managers
- Customer facing delivery teams
- Program Manager and Project Manager leading teams
- Heads of departments

Key Takeaways

- Understand the power of storytelling in business
- Distinguish between personal storytelling and business storytelling
- Learn business storytelling techniques
- Compile your own story file
- Be aware of the common mistakes in business storytelling
- Engage and build rapport with stakeholders

BUSINESS STORYTELLING



Session Overview

Module 1

- **Why Business Storytelling?**
- **Introduction - Essential elements of storytelling (Central Idea, Key Message, Setting, Characters, Conflicts, Emotion & Logic)**
- **Personal Storytelling Vs Business Storytelling (Content Vs Delivery)**
- **Types of Business Stories - Founding Story, Success Story, Brand Story, What We Stand for Story**
- **Stories for Corporate Values - Team work, Professionalism, Ethics, Transparency, Responsibility, Trust, Innovation, Excellence etc.**

Module 2

- **Science Behind Storytelling - Arousing 5 Senses (Visual, Auditory, Kinesthetics, Olfactory, Gustatory)**
- **Inducing Happy Chemicals (Dopamine, Serotonin, Oxytocin and Endorphins)**
- **Occasions for Business Storytelling**

Module 3

- **Creating a story How to tell stories? - Structure (Context, Conflict, Conclusion)**
 - **Polishing a story - Power of vivid descriptions and metaphors**
- **Do's and Don'ts**

Module 4

- **Business Storytelling with Data - Data interpretation, Data visualization, Infographics**
- **Creating Your Own Story File / Business Storytelling Matrix**
- **Organizing Stories with Mindmap**

DESIGN THINKING



About

- Design thinking refers to the cognitive, strategic and practical processes by which design concepts (proposals for new products, services, machines, etc) are developed
- Design thinking starts with real empathy – putting yourself in your customer's shoes to understand problems and uncover new and unexpected solutions

Customer Challenges

- Voice of the customer is not adequately heard and addressed
- Customer's problems are not prioritized
- Lack of awareness on structured process for innovation
- Power of Proto-types is not understood
- Surprises and shocks at the end of the projects.
- Business losing customer base

Solution

- Design Thinking offers a structured way to understand customer problems and come out with innovative solutions in an agile way

Target Audience

- Functional Heads and decision makers in Product or Service companies who develop new products and service offerings
- Innovation leaders responsible for value creation
- Head of R&D sections
- Founders of Start-up companies
- Marketing and Sales Executives
- Decision makers of NGOs
- Consultants from all functional areas
- Students from Business Schools

Key Takeaways

- Be aware of the significance of Design Thinking in the changing economy
- Understand the 5 steps process of Design Thinking
- Empathize with the customers
- Come out with innovative ideas using structured approaches
- Apply Design Thinking in the business and come out with innovative solutions

DESIGN THINKING



Session Overview

Module 1

- Introduction - Changing Economy, Definition and Evolution of Design Thinking - 5 Step Process of Design Thinking
- Design Thinking Case Examples

Module 2

- Empathy Phase - Empathy Interview, What to observe
- Definition Phase - Getting clarity, Empathy Map, Customer Journey Map, Analysis - Synthesis, Problem Statement

Module 3

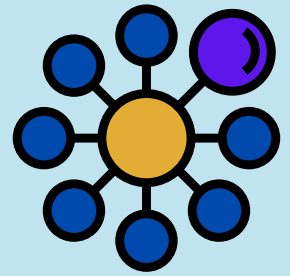
- Innovation Phase - Differentiation on Idea-Invention-Innovation
- Creativity Enabling Tools - Brainstorming, Mindmaps, SCAMPER, Six Thinking Hats, Mental Calisthenics, Bio-mimicry

Module 4

- Prototyping Phase - Idea Vs Execution, Power of Prototype, Desirability - Feasibility - Viability, Agility
- Testing Phase - Significance of Feedback, Iterative Testing, Storytelling for solutions



MINDMAPPING



About

- A mind map is a diagram used to visually organize information. Mind mapping is a highly effective way of getting information in and out of your brain.
- Mind mapping is a creative and logical means of note-taking and note-making that literally "maps out" your ideas.

Customer Challenges

- Inordinate delays in the implementation of new initiatives
- Lack of clarity amongst stakeholders
- Losing big picture of ideas and concepts
- Confusion while delegating tasks to team members

Solution

- Today it is a world with overwhelming information, where people find it difficult to get a clear picture of any concept if presented in a linear format.
- Whereas in a mind map, information is structured in a way that resembles much more closely how your brain actually works.
- It is because of this reason, today mindmaps are widely leveraged in multiple fields.

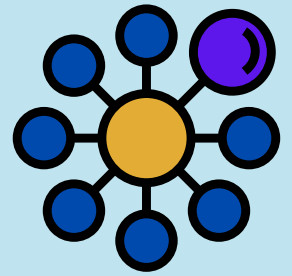
Target Audience

- Anyone who is involved in
 - Project management
 - Marketing and Sales Strategy
 - Authoring a Book
 - Organizing an event
 - Preparing a speech etc

Key Takeaways

- Understand what is a mindmap
- Learn the theory behind mindmap
- Appreciate the essential components of mindmaps
- Help grasping a big picture overview of the subject under study
- Appreciate the benefits of mindmaps
- Get a hands on mindmap software
- Create mindmaps with ease for several scenarios

MINDMAPPING



Session Overview

Module 1

- Impact on lack of clarity
- History and evolution of mindmap

Module 2

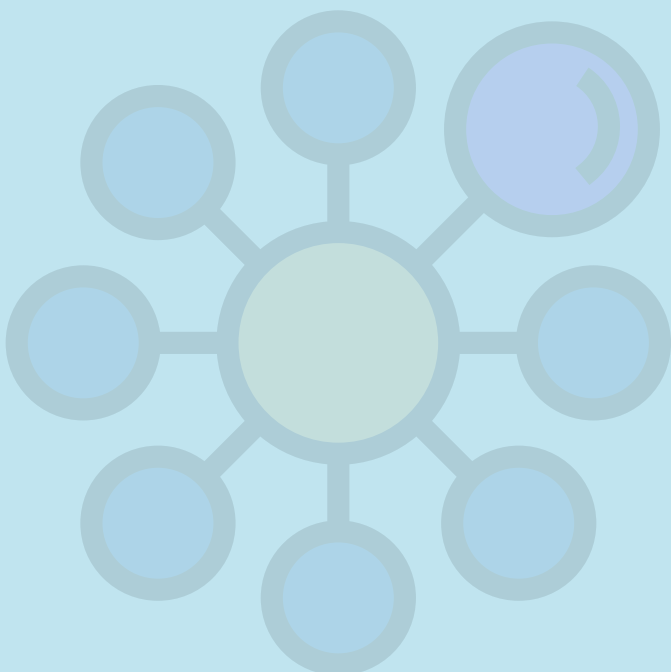
- Rules behind creating mindmap

Module 3

- Case examples of mindmaps
- Common mistakes while creating mindmaps

Module 4

- Application of mindmaps for personal use
- Application of mindmaps for organizational objectives
- Learning mindmap software



UNLEASHING YOUR CREATIVITY



About

- Creative thinking means looking at something in a new way. It is the very definition of “thinking outside the box.”
- Often, creativity involves what is called lateral thinking, or the ability to perceive patterns that are not obvious.

Customer Challenges

- Lack of creativity leads to stagnation
- Monotony leads to dull and boring jobs
- Drop in productivity
- Living with problems

Solution

- Creativity is the primary driver of innovation, an occurrence whereby something new and valuable is created such as an idea, a solution, or an invention.
- Creative people have the ability to devise new ways to carry out tasks, solve problems, and meet challenges.
- They bring a fresh, unorthodox, perspective to their work. This way of thinking can help organizations move in more productive directions.

Target Audience

- For anyone who wants to be creative and
 - Wants to participate in idea contests
 - Plans to bring innovative products or solutions
 - Keen in problem-solving
 - Willing to enhance productivity
 - Wants to stand out

Key Takeaways

- Increase creativity and productivity
- Address pain areas and create innovative solutions
- Generate solution in a short amount of time
- Reduce conflict within a team
- Contribute to design thinking
- Save money and effort

UNLEASHING YOUR CREATIVITY



Session Overview

Module 1

- Introduction - Need for creativity in organizations
- Brainstorming
- Divergent Thinking

Module 2

- Options Thinking
- Opportunity Thinking

Module 3

- Six Thinking Hats
- Mindmapping

Module 4

- Mentalism
- Mental Calisthenics
- Bio-mimicry



PRESENTATION SKILLS



About

- Presentation skills are the skills you need in delivering effective and engaging presentations to a variety of audiences
- These skills cover a variety of areas such as the structure of your presentation, the design of your slides, the tone of your voice and the body language you convey

Customer Challenges

- Today in every organization, presentations are made day in and day out. Yet many times, the presentations are dull and boring and seldom engage with the audience
- Because of the above reasons, key messages are not percolated down the line in the organization

Solution

- Presentation skills help people make an effective presentation in the given time and also make a memorable impact among the audience since people who are able to impress through their presentation skills in any forum are revered and respected

Target Audience

- Marketing and Sales teams
- Customer facing delivery teams
- Pre-sales teams
- Conference and seminar speakers
- Faculty members
- CXO community

Key Takeaways

- Be aware of the common mistakes in presentations
- Design attractive presentation decks and leverage images, pictures and icons in place of text
- Bring in variety
- Select right images (Size, Background, Copyright Free etc)
- Make an engaging presentation

PRESENTATION SKILLS



Session Overview

Module 1

- Challenges and limitations in presentation decks
- Frequent mistakes while making presentations

Module 2

- Understanding audience needs
- Intent of presentation

Module 3

- Concept of visual metaphor
- Iconizing bullet points

Module 4

- Storytelling in presentation
- Application of Canva as a presentation tool



CANVA MASTERY



About

- Canva is a versatile new-age tool to design any kind of marketing promotional material say a logo, business card, flyer, brochure, newsletter, banner, cover page etc.

Customer Challenges

- In today's gig economy, solopreneurs, speakers, trainers, coaches, consultants have the need to promote their services more than any other day.
- But, they either have to depend on external designers to design their promotional material or struggle themselves.

Solution

- Canva has democratized the concept of designing so that anyone can design their marketing material with minimal training and can focus on their core activities.

Target Audience

- Anyone who makes presentation in front of an audience on stage
 - Professional Speakers
 - Academicians
 - Sales and Marketing Professionals
 - Product Managers
 - Project Managers
 - Consultants
 - Thought Leaders
- Bloggers

Key Takeaways

- Understand the basics of designing in Canva
- Learn the do's and don't while designing
- Select right choice of colors
- Learn the short-cuts and other techniques in using Canva
- Create stunning presentations and other marketing materials

CANVA MASTERY



Session Overview

Module 1

- Common mistakes while designing slide decks and other digital assets
- Concept of Visual Metaphor

Module 2

- Graphic design basics
- Familiarizing and customizing the templates
- Uploading your pictures

Module 3

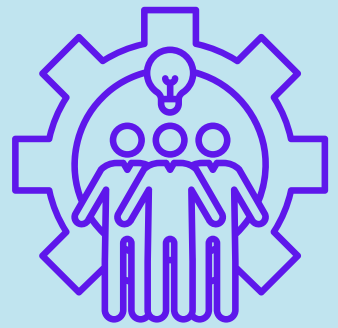
- Creating digital artefacts
 - Business Cards
 - Posters
 - Flyers
 - Brochures
 - Banners
 - Presentation Decks
 - Infographics
 - Newsletters
- Adding animations
- Creating social media posts (Facebook posts, Instagram posts, LinkedIn banners, thumbnails)
- Do's and Don'ts in using Canva

Module 4

- Organizing folders
- Sharing and collaborating on designs
- Format options for downloading



TEAM COLLABORATION



Session Overview

- Team collaboration is the cornerstone of modern workplaces, where individuals come together to achieve shared goals through effective cooperation and communication.
- In today's competitive business landscape, understanding the fundamentals of team collaboration is essential for success.

Customer Challenges

- Communication breakdowns within teams
- Lack of clarity in team roles and responsibilities
- Difficulty in aligning team goals with organizational objectives
- Inefficient use of collaboration tools and technologies

Solution

- Effective Team Collaboration Strategies and Techniques

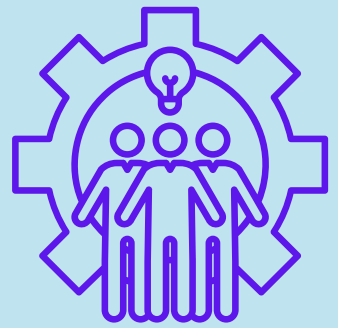
Target Audience

- Team Leaders and Managers
- Cross-functional Team Members
- Project Managers
- Human Resources Professionals
- Anyone interested in improving teamwork and collaboration skills

Key Takeaways

- Develop a deep understanding of the importance of team collaboration
- Learn techniques for fostering collaboration within teams
- Discover tools and methods for effective communication and information sharing
- Enhance problem-solving and decision-making within teams
- Improve conflict resolution skills in a team context

TEAM COLLABORATION



Session Overview

Module 1

Building Strong Foundations

- Introduction to Team Collaboration and Its Significance
- Key Elements of Successful Team Collaboration
- The Role of Trust and Psychological Safety in Teams
- Communication Essentials for Effective Collaboration

Module 2

Enhancing Communication and Cooperation

- Strategies for Effective Communication within Teams
- Active Listening, Empathy and Nonverbal Communication
- Utilizing Collaboration Tools and Technologies
- Gamification: Collaborative Communication Challenges

Module 3

Navigating Challenges and Conflicts

- Understanding and Managing Team Conflicts
- Problem Solving and Decision-Making in Teams
- Virtual Teams and Remote Collaboration Best Practices
- Gamification: Conflict Resolution Simulations

Module 4

Optimizing Team Performance

- Project Management and Team Collaboration Integration
- Setting and Measuring Key Performance Indicators (KPIs)
- Continuous Improvement Strategies in Collaboration
- Gamification: Team Challenges and Recognition

INDUSTRY 4.0 OVERVIEW



About

- Industry 4.0 is the ongoing automation of traditional manufacturing and industrial practices, using modern smart technology
- It is based on the technological concepts of cyber physical systems, the Internet of Things (IoT) and the Internet of Services that facilitates the Smart Factory

Customer Challenges

- Increasing global competition pressure on top and bottom line
- Large volumes of data on the manufacturing floor
- Increasing product complexity
- Strict quality standards and regulations
- Increasing demand for flexibility from consumers

Solution

- Industry 4.0 comes as a revolutionary concept to reduce time to market (shift left), improve efficiency, enhance flexibility of manufacturing process, increase throughput, ensure consistent quality of products and to increase transparency and control over data and processes

Target Audience

- Aspiring Industry 4.0 consultants
- CXOs, MDs, Presidents, VPs General Managers
- Plant Heads, Factory Heads, Operations Heads, Line Managers
- Employees of organisations, planning for digital transformation
- Mid-level and Senior-level Executives
- Research and Development Heads, Industrial Engineering Heads

Key Takeaways

- Understand the history and evolution of Industry 4.0
- Get to know the pillars of Industry 4.0
- Be aware of the power of technology
- Appreciate and identify right use cases for implementation of Industry 4.0 projects
- Quickly get onboarded in Industry 4.0 projects

INDUSTRY 4.0 OVERVIEW



Session Overview

Module 1

- Overview of Industry 4.0
- Need, Origin, Concept, Application Benefits, Trends
- Pillars of Industry 4.0

Module 2

- Business Analytics, Big Data, Artificial Intelligence (AI) and Machine Learning (ML)
- Internet of Things (IoT) and Industrial Internet of Things (IIoT)

Module 3

- Additive Manufacturing / 3D Printing
- AR and VR, UAV
- Work out on enhancing safety, surveillance and remote operations
- Block Chain and Workout on Block Chain

Module 4

- Implementation Roadmap
- Work out on application of Industry 4.0 case study
- Work out on Industry 4.0 Application Areas/ project identification
- Commercial feasibility Assessment
- ROI, NPV, IRR, Implementation
- Risk Identification for Industry 4.0 projects & Workout



O&G INDUSTRY OVERVIEW



About

- Oil and gas industry is elephantine in size and serpentine in length.
- It is essential to know about the value chain and its business functions for anyone who aspires to work in the oil and gas industry or for the service providers to the industry.

Customer Challenges

- Lack of awareness of system integrators on the business processes of oil and gas value chain
- Difficulty in identifying the white-space in the oil and gas industry IT landscape

Solution

- Understanding the value chain of oil and gas industry helps the service providers to offer appropriate solutions.
- Using the industry jargon would help building rapport with the customers.

Target Audience

- Professionals working in the oil and gas industries
- IT Service providers and system integrators who work for the oil and gas customers
- Start-ups who want to address the white-space in the oil and gas sector IT landscape
- Student of Petroleum Universities

Key Takeaways

- Get an idea about the business processes in the oil and gas value chain.
- Appreciate the impact of oil and gas industry in our day to day life. Know about the integration between different business functions of the industry
- Understand the industry jargons.

O&G INDUSTRY OVERVIEW



Session Overview

Module 1

- Origin of petroleum (Crude oil and Natural gas)
- Properties of oil and gas
- History of oil and gas industry

Module 2

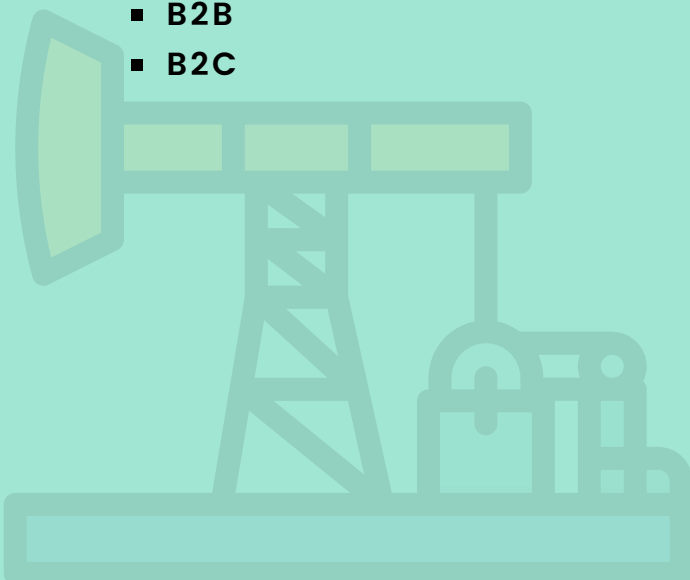
- Upstream operations
 - Exploration
 - Drilling
 - Production

Module 3

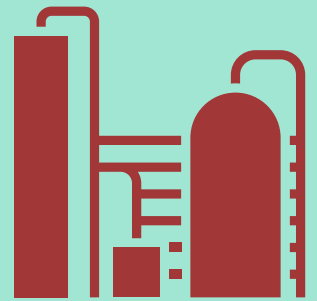
- Midstream Operations
 - Oil and gas storage
 - Pipeline transport
 - Marine Transport
 - Rail and Road transport

Module 4

- Downstream operations
 - Petroleum refining
 - Petrochemicals manufacturing
 - Marketing and sales
 - B2B
 - B2C



PETROLEUM REFINING



About

- Petroleum refining is an important value addition process happening in the oil and gas value chain.
- Though crude oil is regarded as 'black gold', it cannot be used for any purpose without getting refined.
- Since petroleum products play a vital role in our day to day life, many of us would be keen in knowing how crude oil is refined to produce valuable products

Customer Challenges

- Lack of understanding of petroleum refining business would hamper the service providers and suppliers from effectively addressing the customer needs
- Freshers who join a refinery, may take several days to get a complete perspective of the industry

Solution

- A simple understanding of the refining business would help service providers and suppliers to appreciate the pain areas of the customers
- Upfront learning about the practical aspects of refining industry would help engineers who aspire to get into the refining industry

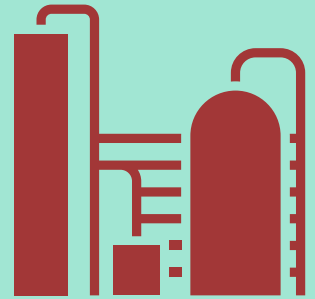
Target Audience

- Chemical, Mechanical, Electrical and Instrumentation engineers who are aspiring to join in petroleum refineries
- System integrators who are working for petroleum refining companies.
- Startups who plan to offer digital solutions to the refineries
- Chemical, Petroleum and Petrochemical engineering students

Key Takeaways

- Understand the role of petroleum refining in the oil and gas value chain
- Know the significance of distillation of crude oil
- Get to know various steps involved in refining

PETROLEUM REFINING



Session Overview

Module 1

- Petroleum chemistry
- Why refining?
- What is refining?

Module 2

- Primary Processing
 - Crude oil receipt and storage
 - Preheating
 - Desalting
 - Atmospheric distillation

Module 3

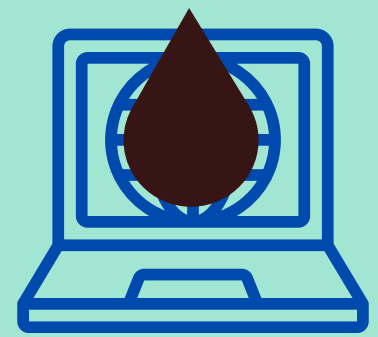
- Secondary Processing
 - To meet product specifications
 - To meet environmental regulations
 - To crack residue to produce high value products

Module 4

- Business Functions of a refinery
 - Offsite and Utilities
 - Plant Automation and Process Control
 - Equipment Maintenance
 - Quality Control
 - Process Engineering
 - Planning
 - Scheduling
 - Blending
 - Products Dispatch
- IT Applications for the above functions



IT FOR O&G INDUSTRY



About

- Information technology enhances the efficiency of business processes of an oil and gas industry like any other enterprise.
- The value chain is segmented into sub-sections and dedicated IT solutions have evolved to address their pain areas

Customer Challenges

- Inability to appreciate the power of information technology in oil and gas domain
- Lack of awareness of system integrators on the business processes of oil and gas value chain
- Difficulty in identifying the white-space in the oil and gas industry IT landscape

Solution

- Getting a big picture of the oil and gas industry IT landscape would help the system integrators for a seamless integration of multitude of solutions.

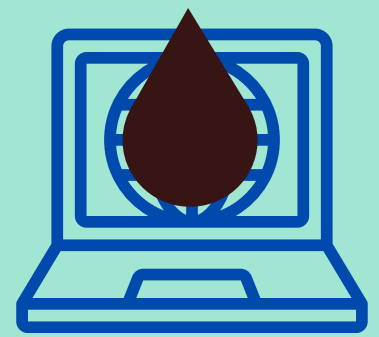
Target Audience

- Professional working in the oil and gas industries
- IT Service provider work for the oil and gas customers
- System integrators who work for the oil and gas companies
- Start-ups who want to address the white-space in the oil and gas sector IT landscape
- Student of Petroleum Universities

Key Takeaways

- Get an idea about the business processes in the oil and gas value chain
- Appreciate the significance of enterprise applications and the dedicated IT solutions
- Know the IT landscape and how they are interconnected
- Understand the different layers in the IT landscape.

IT FOR O&G INDUSTRY



Session Overview

Module 1

- Oil and Gas Value Chain
- IT landscape

Module 2

- Engineering Applications
- Plant Automation System (DCS/SCADA etc)
- Plant Information System / Historian

Module 3

- Enterprise Asset Management (EAM)
- Laboratory Information Management System (LIMS)

Module 4

- HSE Applications (Incident Management, Work Permit, Stop Work Authority)
- Planning and Scheduling System
- Project Management System



ENTERPRISE ASSET MANAGEMENT



About

- Today the concept of maintenance management of the equipment in the industry has evolved into Enterprise Asset Management meaning the complete life-cycle of assets starting from design, procurement, installation, operations, maintenance till the retirement of the assets.

Customer Challenges

- Oil and gas industry is an asset intensive industry.
- Even a short break-down of a critical equipment can make a huge impact on the operational profitability of the industry.

Solution

- It is essential for anyone working in the oil and gas industry to know the significance of interruption free operations and hence need to know various types of maintenance activities performed in the industry.

Target Audience

- Engineers who work in refineries, petrochemicals, fertilizer and power plants and keen in knowing more about physical assets
- IT solution providers and system integrators who work in asset management space

Key Takeaways

- Understand various equipment used in the oil and gas industry
- Differentiate between various maintenance methodologies
- Appreciate the role of technology in interruption free operations



ENTERPRISE ASSET MANAGEMENT



Session Overview

Module 1

- Enterprise Asset Management (EAM) - An Introduction
- Equipment in Oil and Gas Industry
 - Static equipment
 - Rotating equipment

Module 2

- Maintenance Methodologies
 - Breakdown Maintenance
 - Preventive Maintenance
 - Predictive Maintenance / Reliability Centered Maintenance (RCM)
 - Turnaround Maintenance

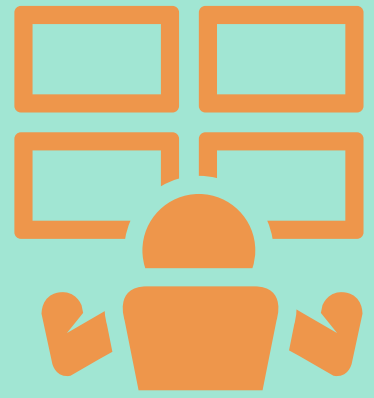
Module 3

- Software applications in EAM
 - Maximo
 - SAP PM
 - Oracle EAM
 - SmartPlant

Module 4

- Asset Management KPIs
- Work Permit System
- Failure Prevention
- Safety in Asset Management
- Digital Technologies in EAM

PLANT AUTOMATION AND PROCESS CONTROL



About

- Plant automation is to control the physical and chemical processes involved in process plants such as refineries, petrochemicals, fertilizer and power plants.
- Process control is a discipline that uses plant automation systems to achieve a production level of consistency, economy and safety which could not be achieved purely by human manual control.

Customer Challenges

- Without plant automation and process control it is not possible to run a process plant in safe and reliable manner to produce quality products.
- Engineers who work process plants without basic appreciation of plant automation concepts would not be in a position to add value

Solution

- Plant automation and process control session helps the engineers to get a complete clarity on the concepts of plant automation system and how the process control is achieved.

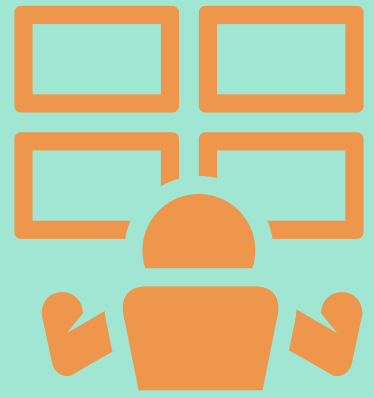
Target Audience

- Chemical and Instrumentation engineers who are aspiring to join process industries such as refineries, petrochemical plants, fertilizer plants and power plants
- System integrators who integrate real-time plant parameters into the portals and KPI dashboards
- Startups who plan to offer digital solutions to the above plants

Key Takeaways

- Get a fair understanding of how plant automation is achieved and process parameters are monitored and controlled
- Know about various control strategies and computer based controls like DCS and SCADA
- Understand how board room is connected with the field room

PLANT AUTOMATION AND PROCESS CONTROL



Session Overview

Module 1

- Evolution of Piping and Instrumentation Diagram (P&ID)

Module 2

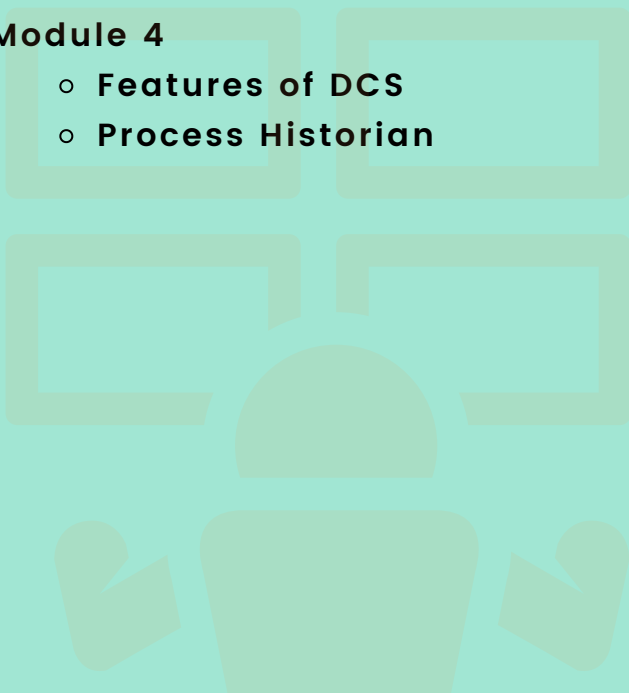
- Basics of Instrumentation
- Measurements
- Measuring Instruments
- Industry Process Parameters
- Open Loop and Closed Loop

Module 3

- Control Strategy
 - On-Off Control
 - Feed Forward Control
 - Feedback Control
 - Split Range Control
 - Cascade Control
 - Ratio Control
 - 3 Element Control

Module 4

- Features of DCS
- Process Historian



CYBERSECURITY CAPABILITY MATURITY MODEL FOR O&G



About

- Repeated cyber intrusions into oil and gas organizations demonstrate the need for improved cybersecurity
- The cybersecurity capability maturity model can help organizations to evaluate and make improvements to their cybersecurity programs and strengthen their operational resilience could not be achieved purely by human manual control.

Customer Challenges

- Like critical industries everywhere, oil and gas operations whether upstream, midstream, or downstream make prime targets for cyber threats of all kinds.
- Sources of those threats are increasingly criminal enterprises, state actors, and so-called hacktivists with political agendas.

Solution

- Workshop on cybersecurity for oil and gas can help oil and natural gas (ONG) organizations to be familiar with the cyber threats and to evaluate and make improvements to their cybersecurity programs

Target Audience

- Decision makers / Executives who control the allocation of resources and the management of risk in organizations
- Leaders with responsibility for managing organizational resources and operations associated with the cybersecurity domains
- Practitioners with responsibility for providing cybersecurity support for the organization
- Facilitators with responsibility for leading a self-evaluation of cybersecurity maturity in an oil and gas organization.

Key Takeaways

- Strengthen organizations' cybersecurity capabilities
- Enable organizations to effectively and consistently evaluate and benchmark cybersecurity capabilities
- Share knowledge, best practices, and relevant references across organizations as a means to improve cybersecurity capabilities
- Enable organizations to prioritize actions and investments to improve cybersecurity capabilities

CYBERSECURITY CAPABILITY MATURITY MODEL FOR O&G

Session Overview



Module 1

- **Oil and Gas Value Chain**
 - **Upstream**
 - **Midstream**
 - **Downstream**

Module 2

- **Cyber Breach Case Studies in Oil and Gas**

Module 3

- **Cybersecurity Maturity Model**
 - **Development Approach**
 - **Core Concepts**
 - **Maturity Models**
 - **Critical Infrastructure Objectives**
 - **Enterprise, Organization, and Function**
- **Model Architecture**
 - **Domains, Objectives, and Practices**
 - **Maturity Indicator Levels**
 - **Approach Progression**
 - **Management Progression**
- **Using the Model**
 - **Perform an Evaluation**
 - **Analyze Identified Gaps**
 - **Prioritize and Plan**
 - **Implement Plans and Periodically Reevaluate**

Module 4

- **Model Domains**
 - **Asset, Change, and Configuration Management**
 - **Threat and Vulnerability Management**
 - **Risk Management**
 - **Identity and Access Management**
 - **Situational Awareness**
 - **Event and Incident Response, Continuity of Operations**
 - **Third-Party Risk Management**
 - **Workforce Management**
 - **Cybersecurity Architecture**
 - **Cybersecurity Program Management**

SUSTAINABILITY IMPERATIVES FOR OIL & GAS



About

- Sustainability is the capacity to endure in a relatively ongoing way across various domains of life.
- In the 21st century, it refers generally to the capacity for Earth's biosphere and human civilization to co-exist.
- Sustainability has also been described as "meeting the needs of the present generation without compromising the ability of future generations to meet their needs"

Customer Challenges

- Climate change due to increased pollution level with increase in manufacturing activities
- Deterioration of public health due to pollutants
- Non-availability of clean water and sanitation to all
- Gender in-equality
- Set-back in bio-diversity

Solution

- Being aware of Sustainability Development Goals (SDG) and proactively taking steps would ensure a sustainable business and world

Target Audience

- Chief Executive Officers
- Head of Manufacturing
- HSE Managers
- Project Management Consultants (PMC)
- Lumpsum Turnkey (LSTK) Players

Key Takeaways

- Get a fair understanding of the 17 SDG goals prescribed by UNO
- Empowering people for Inclusiveness, Diversity and Prosperity
- Getting the results the right way

SUSTAINABILITY IMPERATIVES FOR OIL & GAS



Session Overview

Module 1

- introduction

Module 2

- Environment
 - Climate Change
 - Lower Carbon Intensity
 - Increase Renewables
 - Invest in low-carbon technologies
 - Responsible Water Management
 - Bio-diversity

Module 3

- Social
 - Promoting Diversity and Inclusion
 - Respecting Human Rights
 - Creating Prosperity
 - Sustainable Development Goals

Module 4

- Governance
 - Getting the Results the Right Way
 - Focussing on Governance Issues
 - Building an Enduring Culture of Safety
 - Advancing Operational Excellence
 - Engaging with Stakeholders



TESTIMONIALS

for Professional Speaking



Dr. Sundararaman is a powerful keynote speaker. Very professional and engaging, his energy is lifting the audience and empower them to be the best of themselves. Knowledgeable and experienced Dr.Sundararaman will help his clients to explore and discover their strengths to move forward in their lives and careers.

Oksana Samkova - Leader at Speakers Tribe Global

Dr.Sundararaman was very proficient with the subject matter and we received a very good feedback from the participants. They liked the delivery style and the quality of presentation of Dr.Sundar

Group Captain Dr.R. Venkatraman - General Manager, Madras Management Association (MMA)



Dr.Sundar's presentation at PSS2021 involved using metaphors to ensure that the audience received an absolute maximum if not more of the content the speaker delivered in his speech. In other words, the mindset here was bolstered with the literary tool of metaphors in order to achieve the speaking goal of creating an impact upon the audience. On the whole, the presentation conclusively displayed the speaker's subject matter expertise.

Neerja Singh - President, Professional Speakers Association of India (PSAI)

Do you want to know how X can be greater than Y? I was equally curious to know about this and I found that out when I listened to Dr. Sundararaman during the recently concluded Professional Speakers Summit, PSS2021, when he delivered a speech on this. It was a super speech where he covered the power of extended metaphor. Don't miss out on the next opportunity to listen to Dr. Sundararaman.

Sundar Visvanathan - Executive & Leadership Coach, Team Coach, Mentor, Professional Speaker, Certified Board Director



What strikes you most about Dr. Sundararaman is his complete dedication to everything he does. A very humble person who believes in helping people. I have seen him as a speaker and also as a trainer / facilitator. He definitely is someone who puts his heart into it. An engaging speaker and a very impactful trainer / facilitator and a great human being.

Subramanian Narayan - OD Consultant, Professional Speaker, & Executive Coach

TESTIMONIALS

for Professional Speaking



Dr.Sundararaman's course on Canva allows a person to expand on the presentation abilities. He has an innate ability to explain not only the features but the science behind a great presentation. He has helped many people to achieve their true potential. His corporate experience of working in the Oil & Gas field allows him to share anecdotes that make for an excellent learning.

Raghavan Santhanam - Consultant for Logistics & Supply Chain Management, Procurement

"I have learned that I still have a lot to learn" was my first impression speaking to Distinguished Toastmaster- DTM Dr. Sundararaman in Meraki Toastmasters. That impression only got stronger when I attended his Canva Mastery and Mindmap Mastery workshop last month. If there is one word to describe those sessions, they are moments of "revelations". Looking forward for a long association and continuous learning from you, DTM Dr. Sundararaman.



Ashok Kannan -Director- Projects at Hexaware Technologies

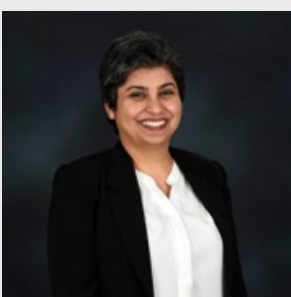


Dr Sundararaman Chintamani, was an invited speaker at our Independent Financial Advisor's quarterly summit in Dec 2019, Dr Sundar spoke on Design Thinking for Financial Advisors and gave a great presentation on the Application of Design thinking principles to the business of Financial Advisory. All the participants had huge learnings and the takeaways were simple and easily implementable. thank you Dr Sundar.

Babu Krishnamoorthy- Chief Sherpa at Finsherpa Investment Services

Sundar, did a great presentation on importance of Metaphors while crafting the speech during Professional Speakers Summit 2021. He has got really great content for people crafting their speech.

Vikas Jain - Global Keynote Speaker | Coach | Virtual Motivational Speaker



Sundar's class was an eye-opener of sorts. He taught us how easy, innovative, creative and fun Mind-mapping could be. Would highly recommend his training to everyone who is routinely bogged down into making boring Powerpoint presentations. Take a shot at mind mapping and i dont think u will ever go back to PPT. Sorry Bill, but this is just way more fun ;-))

Sqn Ldr Delshad Master - Queer Sensitisation Catalyst, Global Speaker,

TESTIMONIALS

for Professional Speaking



When simplicity meets humor and relevance, it's powerful value for the audience. That's how I would describe the talk given by Dr. Sundararaman on the use of metaphors in speaking, at the PSS2021. He brought his rich experience to simplify metaphors and make them relatable for the audience. The examples, the visuals and the engaging delivery made it one of the best sessions of the event for me. I highly recommend Dr. Sundararaman as an accomplished and engaging speaker.

Vinay Pushpakaran - Bootstrap Marketer, Professional Speaker, Communication Coach, Marketing Strategy Consultant

Mr Sundararaman is meticulous, thorough and passionate. He has a deep insight into Design thinking. An ardent communicator and also trains people in Canva. He is the very best in his field. We strongly recommend him.

Sivakumar & Savithri - Keynote Speakers, Family Success Coaches

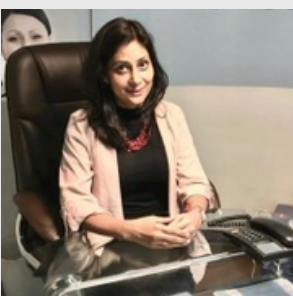
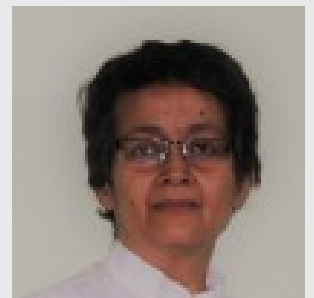


I attended the Mind map mastery session yesterday. it was a power packed 2 hour session. Being an author, speaker and a passionate teacher, I'm able to relate to the session and I'll be able to effectively utilize the skills to good use. I'm pretty sure that anybody who learns from Dr. Sundararaman will be able to put down their thoughts clearly and will find a new form of expression.

Lokesh Raj -Fellow Chartered Accountant, Licentiate Company Secretary, CIMA-London, Professional Speaker

I attended two sessions by Mr Sundaraman on Mindmapping and Canva tool . These were great learning sessions covering the importance of the tools, features , practical applications, followed by hands on session . It was a fast paced learning which helped us(participants) to scale quickly from novice to expert level by hands on learning . I would recommend these sessions to anyone who wants to learn quickly and use professionally

Jaishree Kasturi - Ex-Program Manager, Oil and Gas Vertical, Tech Mahindra



Dr.Sundar Chintamani is a gifted orator. Professional and personable, his zeal inspires and motivates his audience to be the greatest versions of themselves. He is a superb instructor for developing your ability to tell stories to improve your business, career or other endeavors. I would strongly recommend Dr Sundar Chintamani for effectively employing metaphors in their speech.

Meinu Agarwall - Business Analyst (Cloud Network) at Nokia; Member of Professional Speakers Associations of India

TESTIMONIALS

for Professional Speaking



I have known Dr Sundaram for a few years .he is an excellent coach for story telling to advance your business profession etc .I whole heartily recommend him.

Lata Subraidu - Relations Strategist Consultant and Professional speaker

Dr.Sundaram in his Design Thinking workshop for Technical Writers presented the topic in a clear and a concise manner and exhibited in-depth understanding of the topic with adequate examples and case studies. The session covered the practical application of the topic and showed the audience the real-life examples.

Gayathri Jaishankar - Senior Technical Writer



Sundar is one of the best personalities one can interact with. He has got a very friendly way of conveying things and makes the learning process a fun. He organized a Design Thinking workshop in association with E-Cell IIT Madras and EDII which was very informative as well as very enjoyable at the same time.

Satyendra Pandey -AI Reseracher, E-Cell Coordinator, IIT, Madras

Sundaram is a multi-skilled person who has demystified Design thinking, Mind mapping to many. He is a Professional Speaker with rich experience as a Public Speaker. He is a wonderful mentor to many toastmasters.

Gokul Narayanan -Scrum Master and Project Manager for Oil and Gas Domain, Tech Mahindra



Dr. Chintamani is an extremely knowledgeable speaker! His talk on "Business Storytelling in Finance" really gave me a lot of perspective.

Kiran Malukani - Accounting & Finance Student at Jai Hind College

TESTIMONIALS

for Technical Expertise



Sundar is a passionate, committed and disciplined professional who frequently demonstrated his ability to work beyond his capabilities, making the required effort to learn and scale. As our resident Refining expert he played a key role in influencing client decisions on many occasions to choose Satyam over others as a partner for the E&U business. It was a pleasure working with him, his work ethic and attitude combined with the passion he brings to his work will continue to hold in good stead.

Shaji Zacharias - Ex- Practice Head- Energy and Utilities, IBM, Tech Mahindra

Sundar has significant insights into Refining processes, and contemporary IT solutions relating to the same. He has contributed immensely towards framing service offerings in R&M domain. Sundar's passion and enthusiasm has been outstanding throughout. In several instances, he has been highly effective in supporting my business development activities with relevant solutions and well packaged proto-types.

Sidharth Mishra - Global Consulting and Industry Lead - Energy & Resources, Wipro, Tech Mahindra



Sundar was easily the most sound person technically in the areas of Petroleum Refining and associated offsite facilities in his unit. He worked to create awareness related to domain based service offerings and created solutions around that space. A Hard working & mature professional, I am sure would be an asset to any outfit that he chooses to associate with.

Visvanathan Narayanan - Corporate planning and Business Development, Essar

Sundar is a detailed oriented person who tries not keeping anything to speculate. Sincerity that can challenge the heights of Everest and commitment to put the best foot forward under any circumstance makes him an excellent performer who leads the team by examples. Apart from the fantastic personal traits, his deep domain knowledge in O&G Downstream is also truly commendable.

Manvendra Tewari - Senior Manager in MNC in Oil and Gas Business



TESTIMONIALS

for Technical Expertise



Sundararaman proved to be an effective Project Manager for Engineering Simulation projects, as he had necessary domain knowledge, system approach and leadership skills. He played a vital role in building CMMi L5 processes in our Company.

Raman Vaidyanathan - CEO, Sim Infosystems

Sundar is a self motivator and making the work environment cheerful. His high energetic nature is very contagious and makes the entire team energetic.

Prabhu Edamadaka - Consultant -Advanced Process Controls and Optimization



I Appreciate and thank Dr.Sundar for all his valuable time and imparting valuable insights and inspiration to the students pursuing their career in Oil and Gas field at global level through a 7 days' Virtual Training on the topic "IT For Oil & Gas Industry" We are very grateful to him for his support in the organizational endeavor in providing quality learning to the young professional worldwide. Team Petroleum Engineers Association will be forever thankful and grateful to his contribution, in the growth of the organization.

Nikhil Agarwal -Founder & CEO at Petroleum Engineers Association

ESTEEMED CUSTOMERS



SOCIAL MEDIA LINKS



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<https://www.facebook.com/sundararaman.chintamani>



<https://sundararamanchintamani.medium.com/>



https://www.youtube.com/channel/UC18Lb_gzb_uXqm8YIUbcsTIA

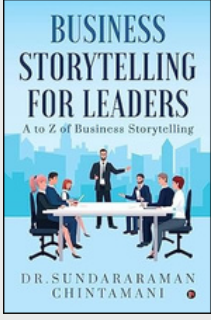


<https://www.quora.com/profile/Sundararaman-Chintamani>



<https://api.whatsapp.com/qr/P3MIZ3LRFITA01>

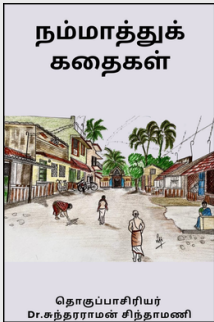
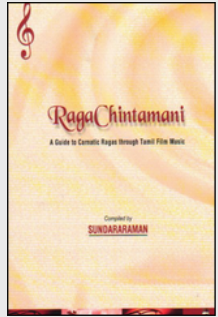
AUTHOR OF BOOKS



In today's fast-paced world, industry leaders bear a greater responsibility to engage with their stakeholders. A valuable resource in this context is a book on Business Storytelling. Dr. Sundararaman Chintamani, a corporate trainer, toastmaster and professional speaker, possesses a deep understanding of communication challenges and how they can be effectively addressed through the power of storytelling. In his book, he provides a clear distinction between traditional storytelling and its application in the business context, delving into various essential aspects.

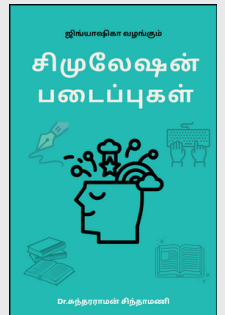
With the inclusion of corporate case studies, readers gain valuable insights from multiple perspectives. This book is published by Notion Press and is available in their website apart from Amazon and Flipkart platforms

Raga Chintamani is a guide to Carnatic ragas through Tamil film music. It is a compilation of names of nearly 1800 Tamil cine songs, based on classical ragas. In this book, a brief introduction of around 160 ragas is given and the cine songs based on each raga are listed. "Songs vs Ragas" are also listed in an alphabetical order, to enable the reader to easily locate the raga for a particular song. Interesting quizzes of more than hundred numbers will, no doubt, enthuse the readers as well as enhance their musical knowledge.



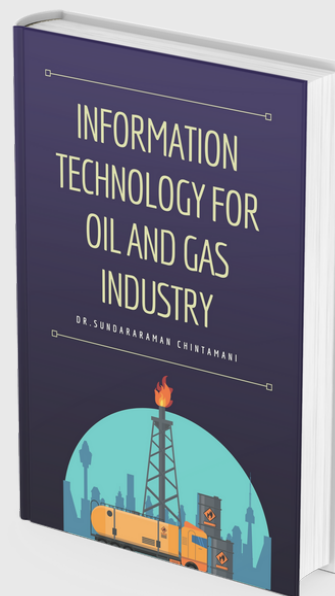
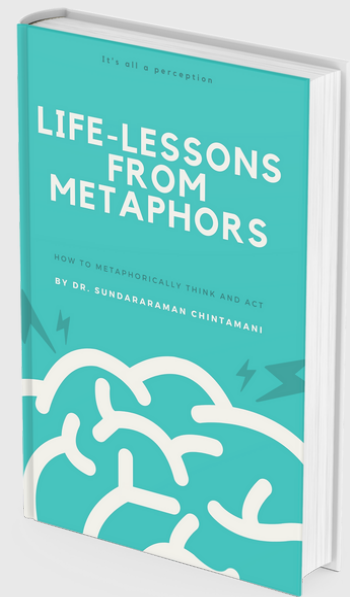
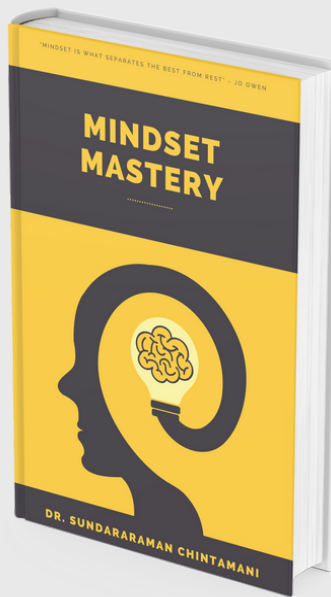
In the Tamil literary world, for several decades, brahmin authors dominated with their stories reflecting the lifecycle of their community. Since these kinds of stories are not available in the print media for the past few decades, Sundararaman decided to come out with a book titled "Nammaathuk Kathaikal", meaning stories of our houses. It is a compilation of stories of brahminical genre contributed by 30 plus authors. This mammoth book comprising 500 pages consist of stories of varied nature say, social, humorous and satirical.

Sundararaman was writing his blogs from 2005 under the nick name 'Simulation'. He has written several short stories, poems, and a short novel. in Tamil. Some of these were published in leading magazines. Simulation Padaippukal is a compilation of these creations. Some of the stories are just one page crisp stories with interesting twists.



Again in his blog, Sundararaman has written several articles comprising of travelogues, Tamil book reviews, articles on classical ragas etc. In many of these articles, there would be a reference of a YouTube video. In order to give an immersive experience, Sundararaman has provided QR codes for these videos. While reading the articles, the readers have to scan the QR code with their smart phone so that the relevant video from the YouTube can be watched. This novelty has been appreciated by many readers of the book.

OTHER BOOKS IN PIPELINE





PROFILE OF DR.SUNDARARAMAN CHINTAMANI

Business Storyteller

- A business storyteller cum business storytelling coach and a keynote speaker on business storytelling. Works closely with organizations and individuals in nurturing the art of business storytelling to achieve their goals in corporate life.
- Writing the book "Business Storytelling for Leaders" which is likely to be in stands by Feb 2023.
- Written more than 30 episodes on "A to Z of Business Storytelling" as LinkedIn Newsletter, which has more than 2600 subscribers.
- Started a podcast series on Business Storytelling at Hubhopper

Trainer & Facilitator

- Conducts workshops on the following topics :-
 - Design Thinking
 - Unleash Your Creativity
 - Mindmapping
 - Presentation Skills
 - Public Speaking Skills

Domain Consultant

- Comes with 40 years of industry experience (15 years in Petroleum Refinery, 22 years in IT/ITES industry for oil and gas and 3 years as independent consultant and trainer)
- Certified Industry 4.0 assessor
- As a thought leader presented papers in several industry events
- An adjunct faculty for petroleum universities, business schools and incubation centres
- Came out with 16 video modules on Petroleum Refining
- Conducts training programs on oil and gas industry and digital technologies

Distinguished Toastmaster

- Member of Toastmasters International for the past 15 years
- Achieved the highest title "Distinguished Toastmaster" twice
- Nurtured several Toastmasters clubs by being a sponsor, mentor and a coach
- Much sought after educational speakers in District 120
- Currently a member of Meraki, the only advanced Toastmasters club in Tamilnadu

Author

- Written a book titled "RagaChintamani" that covered the classical aspects of Tamil Film Music. 1500 copies sold
- Compiled the blog posts and came out with two Tamil books titled "Simulation Padaippukal" and "Simulation Paarvaikal"
- Curated 61 shorts stoties and articles of Brahminical genre and came out with a Tamil book titled "Nammaathuk Kathaikal"
- The following books are in pipeline
 - Business Storytelling for Leaders
 - 21 Common Mistakes While Making Presentations
 - Life-lessons from Metaphors
 - Design Thinking for Public Speaking
 - Information Technology in Oil and Gas Industry

Other Interests

- Connoisseur of carnatic music and written several blog posts appreciating various aspects of it
- Extensively travelled across the globe - 13 countries
- Numismatist with decent collection of coins and currencies
- Passionate to do water color drawings and digital arts
- Much sought-after quiz master



PROFILE OF JAYANTHI CHINTAMANI

Academics

- Jayanthi Chintamani is a chemical engineer by qualification. Holds a post graduate degree of Bharatanatyam. Master of Fine Arts (MFA).

Experience

- Software Professional & Corporate Trainer, who comes with 30 plus years of experience from multiple industries
- An IT professional at India's leading IT company for the past 17 years.

Trainer & Facilitator

- One of the successful faculty for Software Testing in Cognizant Academy to handle sessions locally and globally.
- During her role as a Project Manager in a leading Life Science account, she spearheaded Agile methodology and utilized Scrum practices which ensured on-time delivery.
- Represented Cognizant Testing Service for presenting "Academy's Role in Software Testing" to the clients of Cognizant.
- Also handled "Train the Trainer" sessions for the lecturers of engineering institutions and came out with a very good feedback.
- Took active role in developing Computer Based Tutorials (CBT) on the Basics of Software Engineering and ensured process awareness among the team through regular training.
- Conducted regular workshops internally on soft skills & testing process to the project leads, to improve their project health score card
- Trained associates at Protechsoft on Software Quality Assurance in lieu of the organization going towards CMMI Level 5 certification
- Faculty on software testing at Factsoft Training Academy.
- Conducted 8 weeks Speechcraft program at Madras Management Association (MMA).

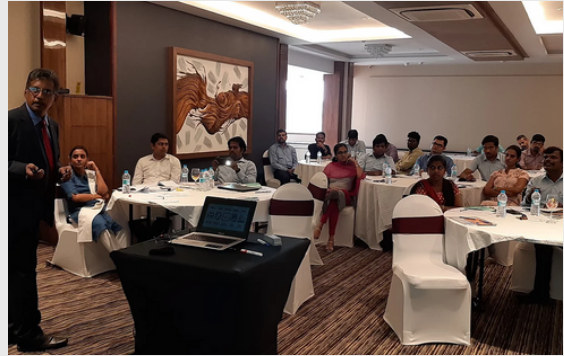
Professional Speaker

- Spoken in many forums, on topics like, "High Energy Leadership", "Women Empowerment", "Time Management" and has also conducted technical trainings on software testing.
- A member of Toastmasters International for a decade achieved the pinnacle of Toastmaster's journey with the coveted title "Distinguished Toastmaster - DTM".
- Podium finisher at Toastmasters District level Table Topics Contest at Sri Lanka in 2018.
- Member of Professional Speakers Association of India (PSAI) and given a keynote speech at the PSS2023 Conference.

Dance & Arts

- A senior Bharatanatyam dancer and a senior disciple of Smt. Padmasri Chitra Visweswaran.
- Master of the Ceremony for several events related to fine arts across the country.
- As a regular interviewer at the "All India Radio" & "Doordharshan" and took part in various programs.

JIGNYASHIKA TRAINERS IN ACTION



LET JIGNYASHIKA WORK FOR YOU...

Jignyashika is the Portmanteau made of phrases "Jigyasa" (Curiosity) and "Yashika" (Success)



**Dr.Sundararaman
Chintamani**



**Jayanthi
Chintamani**

Reach out...

For booking Dr.Sundararaman Chintamani / Jayanthi Chintamanias a keynote speaker /trainer / facilitator, have an one-to-one call and share your organization challenges, so as to get a customized solution.