



The Acquisition & Divestiture of Petroleum Property: A Guide to the Tactics, Strategies and Processes Used by Successful Companies

By Jim Haag

Download now

Read Online →

The Acquisition & Divestiture of Petroleum Property: A Guide to the Tactics, Strategies and Processes Used by Successful Companies By Jim Haag

Learning how to successfully buy and sell petroleum property through trial and error is a costly lesson. In this text, seasoned veteran Jim Haag imparts to readers on both sides of petroleum property transactions, drawing on his more than 25 years experience in the discipline. Addressing the acquisition and divestiture of individual producing or discovered non-producing assets Haag, in step-by-step fashion covers the entire process so readers will understand each step in the process, know where that step fits in the overall transaction, and anticipate what will happen next.

Key Features & Benefits:

- Case histories show how the author's guidelines are applied in working transaction proposals
- "Lessons Learned" chapter summarizes for readers how they can avoid common mistakes

 [Download The Acquisition & Divestiture of Petroleum Propert ...pdf](#)

 [Read Online The Acquisition & Divestiture of Petroleum Prope ...pdf](#)

The Acquisition & Divestiture of Petroleum Property: A Guide to the Tactics, Strategies and Processes Used by Successful Companies

By Jim Haag

The Acquisition & Divestiture of Petroleum Property: A Guide to the Tactics, Strategies and Processes Used by Successful Companies By Jim Haag

Learning how to successfully buy and sell petroleum property through trial and error is a costly lesson. In this text, seasoned veteran Jim Haag imparts to readers on both sides of petroleum property transactions, drawing on his more than 25 years experience in the discipline. Addressing the acquisition and divestiture of individual producing or discovered non-producing assets Haag, in step-by-step fashion covers the entire process so readers will understand each step in the process, know where that step fits in the overall transaction, and anticipate what will happen next.

Key Features & Benefits:

- Case histories show how the author's guidelines are applied in working transaction proposals
- "Lessons Learned" chapter summarizes for readers how they can avoid common mistakes

The Acquisition & Divestiture of Petroleum Property: A Guide to the Tactics, Strategies and Processes Used by Successful Companies By Jim Haag Bibliography

- Rank: #736511 in Books
- Published on: 2005-01-30
- Original language: English
- Number of items: 1
- Dimensions: 9.36" h x .65" w x 6.30" l, .89 pounds
- Binding: Hardcover
- 193 pages

 [Download The Acquisition & Divestiture of Petroleum Propert ...pdf](#)

 [Read Online The Acquisition & Divestiture of Petroleum Prope ...pdf](#)

Download and Read Free Online The Acquisition & Divestiture of Petroleum Property: A Guide to the Tactics, Strategies and Processes Used by Successful Companies By Jim Haag

Editorial Review

About the Author

Mr. Haag is a registered Petroleum Engineer in the State of Louisiana. He currently serves on the Board of Directors of the Society of Petroleum Evaluation Engineers (SPEE) and is also a member of the Society of Petroleum Engineers (SPE).

Excerpt. © Reprinted by permission. All rights reserved.

This guide is intended to be a helpful tool for anyone who wants to understand the process of buying and selling producing oilfield assets. The decision to buy or sell a property, the evaluation methodology that is employed, the strategy used in the construction and delivery of an offer, and the aspects of effectively negotiating and closing a transaction involving the exchange of title to a producing property are abstract activities. It is an inexact science that is esoteric in nature and approached in a unique fashion by each company. Learning the concepts that are presented in this guide by the trial and error method can be terribly costly, and has indeed resulted in bankruptcy or forced merger for many companies.

Huge profits and losses occur throughout the industry as a result of the purchase and sale of petroleum property. The learning curve can be quite expensive and time consuming for buyers and sellers if the parties are not well versed in every phase of the process.

All buyers are cognizant of the winner's curse, which is the unintended result of having the high bid for a competitively marketed asset, only to realize later that the price paid for the acquisition is so high that the transaction is not profitable. Inexperienced or unskilled acquisition teams who overpay because of excitement or flawed analysis can only hope that their company is large enough to withstand the error and that it is not repeated.

Most domestic producing fields are bought and sold many times before depletion. In the past 25 years, more than 6,000 domestic transactions valued in excess of \$650 billion were announced publicly. It is obvious from these figures that huge sums of money are placed at risk regularly in acquisition and divestiture activity. Companies involved in this business must be experts in the principles that are presented in this guide to be successful.

Active companies optimize their portfolios by buying and selling property to meet business objectives. The expertise that is needed is invaluable and maintained as a core competency by those who are most successful. The ability of the team to merge geological, geophysical, engineering, land, legal, marketing, and financial data into a seamless analysis is just the first step. The information is then risked appropriately within what is generally a very tight time frame. Management presentations and bid strategy follow rapidly, culminating in the submittal of an offer. It is very gratifying to the participants when this high-energy effort concludes with a successful transaction.

This guide addresses the acquisition and divestiture of individual producing or discovered nonproducing assets, or packages of such assets. Pure exploration deals involving promoted wildcat drilling or primary term-lease trades are not reviewed, because the probabilistic evaluation of exploration assets is unlike the more deterministic evaluation of producing assets. Corporate-level transactions are not addressed either, although many of the concepts presented herein are the building blocks for the analysis of the producing assets of a corporate transaction.

Users Review

From reader reviews:

Clarence Liller:

Here thing why this particular The Acquisition & Divestiture of Petroleum Property: A Guide to the Tactics, Strategies and Processes Used by Successful Companies are different and dependable to be yours. First of all studying a book is good but it depends in the content of computer which is the content is as scrumptious as food or not. The Acquisition & Divestiture of Petroleum Property: A Guide to the Tactics, Strategies and Processes Used by Successful Companies giving you information deeper including different ways, you can find any reserve out there but there is no reserve that similar with The Acquisition & Divestiture of Petroleum Property: A Guide to the Tactics, Strategies and Processes Used by Successful Companies. It gives you thrill studying journey, its open up your current eyes about the thing which happened in the world which is maybe can be happened around you. It is possible to bring everywhere like in playground, café, or even in your means home by train. When you are having difficulties in bringing the paper book maybe the form of The Acquisition & Divestiture of Petroleum Property: A Guide to the Tactics, Strategies and Processes Used by Successful Companies in e-book can be your alternate.

Pedro Dillon:

This book untitled The Acquisition & Divestiture of Petroleum Property: A Guide to the Tactics, Strategies and Processes Used by Successful Companies to be one of several books that will best seller in this year, this is because when you read this publication you can get a lot of benefit on it. You will easily to buy this book in the book retailer or you can order it by means of online. The publisher of the book sells the e-book too. It makes you quicker to read this book, since you can read this book in your Smartphone. So there is no reason to you to past this e-book from your list.

James Valenzuela:

Is it you actually who having spare time subsequently spend it whole day through watching television programs or just lying down on the bed? Do you need something new? This The Acquisition & Divestiture of Petroleum Property: A Guide to the Tactics, Strategies and Processes Used by Successful Companies can be the answer, oh how comes? It's a book you know. You are and so out of date, spending your extra time by reading in this completely new era is common not a nerd activity. So what these guides have than the others?

Katrice Fredericksen:

Do you like reading a reserve? Confuse to looking for your best book? Or your book ended up being rare? Why so many problem for the book? But any kind of people feel that they enjoy for reading. Some people likes reading, not only science book but novel and The Acquisition & Divestiture of Petroleum Property: A Guide to the Tactics, Strategies and Processes Used by Successful Companies as well as others sources were given knowledge for you. After you know how the great a book, you feel need to read more and more. Science guide was created for teacher or maybe students especially. Those publications are helping them to put their knowledge. In additional case, beside science e-book, any other book likes The Acquisition & Divestiture of Petroleum Property: A Guide to the Tactics, Strategies and Processes Used by Successful Companies to make your spare time much more colorful. Many types of book like this one.

**Download and Read Online The Acquisition & Divestiture of
Petroleum Property: A Guide to the Tactics, Strategies and
Processes Used by Successful Companies By Jim Haag**

#BUD8RS03GA5

Read The Acquisition & Divestiture of Petroleum Property: A Guide to the Tactics, Strategies and Processes Used by Successful Companies By Jim Haag for online ebook

The Acquisition & Divestiture of Petroleum Property: A Guide to the Tactics, Strategies and Processes Used by Successful Companies By Jim Haag Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read The Acquisition & Divestiture of Petroleum Property: A Guide to the Tactics, Strategies and Processes Used by Successful Companies By Jim Haag books to read online.

Online The Acquisition & Divestiture of Petroleum Property: A Guide to the Tactics, Strategies and Processes Used by Successful Companies By Jim Haag ebook PDF download

The Acquisition & Divestiture of Petroleum Property: A Guide to the Tactics, Strategies and Processes Used by Successful Companies By Jim Haag Doc

The Acquisition & Divestiture of Petroleum Property: A Guide to the Tactics, Strategies and Processes Used by Successful Companies By Jim Haag Mobipocket

The Acquisition & Divestiture of Petroleum Property: A Guide to the Tactics, Strategies and Processes Used by Successful Companies By Jim Haag EPub