

Account Relationship Strategies for Oil Gas and Power

Customer Service Management

Course Overview

Account Relationship Strategies for Oil Gas and Power: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa and...

What You Will Achieve

- Explain the core principles and current good practice in Account Relationship Strategies for Oil Gas and Power
- Apply practical tools and techniques for Account Relationship Strategies for Oil Gas and Power in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Account Relationship Strategies for Oil Gas and Power in practice
- Build a personal action plan to implement what you have learned

Who Should Attend

Directors, senior managers, heads of department, team leaders and high-potential professionals preparing for greater leadership responsibility.

Course Outline

1. Foundations of Account Relationship Strategies for Oil Gas and Power: principles, terminology and context
2. The business case: why Account Relationship Strategies for Oil Gas and Power matters to performance
3. Core tools, frameworks and methods
4. Applying the tools: guided case study and exercises
5. Common pitfalls and how experienced practitioners avoid them
6. Working with stakeholders: communication and influence
7. Measuring results and continuous improvement
8. Personal action planning and course review

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
14 to 18 Sep 2026	Accra	\$1,550
28 Sep to 2 Oct 2026	Online	\$700
5 to 9 Oct 2026	Johannesburg	\$1,650
19 to 23 Oct 2026	Lagos	\$1,550

26 to 30 Oct 2026	Pretoria	\$1,550
9 to 13 Nov 2026	Harare	\$1,395
16 to 20 Nov 2026	Cairo	\$1,395
30 Nov to 4 Dec 2026	Windhoek	\$1,550
7 to 11 Dec 2026	Dar es Salaam	\$1,450

LTC Consultants

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Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.