



# 2016: The Year of the Great Reorganization in Oil and Gas

*Presented by:*

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**We're an intelligence agency.**

**A couple of things I think  
we can all agree on....**

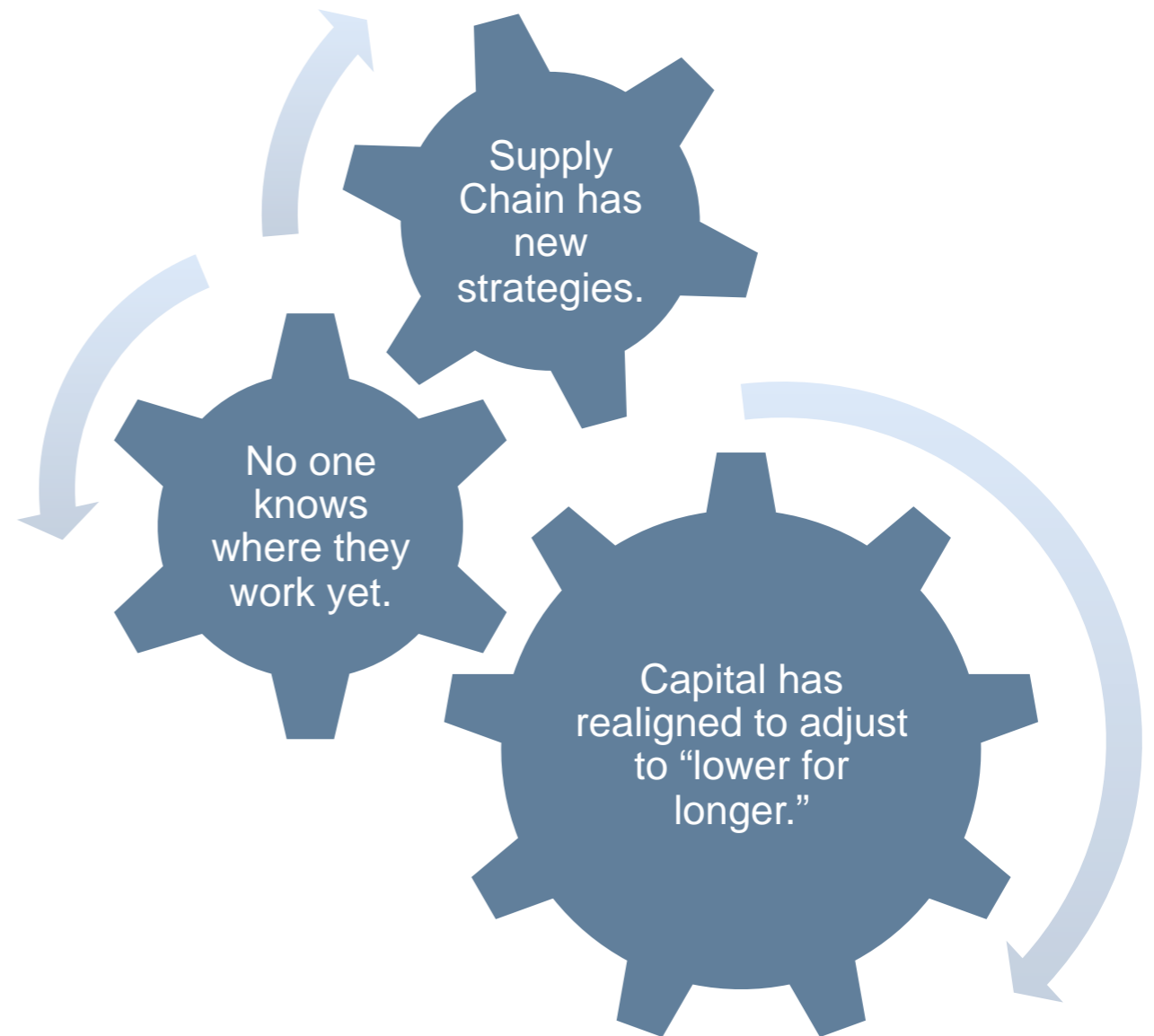
**1. It's a cycle.**

**2. This dip is a little different than the ones before.**

**This is one big, giant, GLOBAL  
reorganization of risk.**

# 2016 Behavioral Intelligence

Project Managers  
Vice Presidents  
Technology  
U.S. Supply Chain  
Global  
Transportation  
c-Suite  
NOCs  
Private Equity  
Independents  
Service Companies  
Drilling Contractors  
Finance  
Venture Capital  
Manufacturers  
Division Presidents



**1. The money has moved.**



**2. Supply Chain has a plan.**

**3. No one really knows where they are going to work yet.**

**So, what do you do now?**

**1. Look for the money.**

**MOST COMMON MISTAKE:**  
**Not knowing where the money**  
**is and who is in control of it.**

**2. Really understand what you bring to the table beyond marketing BS.**

**3. Put your shoulder into it.**

# Thank you!

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