LEADERSHIP CONFERENCE FOR
WOMEN IN OIL & GAS

January 27-28, 2020
JW Marriott Houston Downtown
Houston, TX

PRE-CONFERENCE WORKSHOP I
Upstream 101
MONDAY, JANUARY 27, 2020

POST-CONFERENCE WORKSHOP
Learning to Ask: Women and the Power
of Negotiation
WEDNESDAY, JANUARY 29, 2020

HOST ORGANIZATION
SPONSORS

EUCI is authorized by IACET to offer 1.0 CEUs for the conference and 0.4 CEUs for each workshop.

EUCI is authorized by CPE to offer 12 credits for the conference and 4 credits for each workshop.
OVERVIEW

Join the nation’s most successful women leaders in oil and gas as they share their industry knowledge, strategies and experiences on how to accelerate positive organizational change and personal growth! You’ll participate in knowledge sharing and collaboration while building relationships and enhancing your professional network.

The goal of this event is to help professionals advance their careers in a traditionally male industry by providing insight into key oil and gas trends and skills for personal and professional development. The program format includes keynote addresses, panel sessions, interactive group discussions and a plentitude of networking opportunities. You’ll leave this event with practical strategies, insights and guidance on how to propel your energy career forward. Don’t miss this opportunity to learn from and collaborate with the top women in energy.

LEARNING OUTCOMES

- Explain the influence of inclusion in shaping personal performance and leadership style
- Participate in a discussion about how to advance as a leader in your organization
- Review two executives’ journeys to the top of the oil & gas industry
- Discuss the MARC (Men Advocating Real Change) program to improve workplace gender equality
- Review the MARC Program in action with three executives who have participated in the program
- Discuss key leadership components, including: leadership techniques at different level of management, leadership styles, developing leadership potential, and leading vs. managing
- Address key oil and gas trends and their impact
- Describe the lessons learned by a vice president at Shell and how those lessons shaped how she leads today
- Discuss diversity, inclusion, equity, and the tools women can use to claim their voice within an organization
- Explain how to effectively manage team dynamics, including: team-building, motivating and inspiring your team, managing conflict within your team, and navigating internal political dynamics

“This conference was an excellent learning and growing opportunity for leadership at all levels! Highly recommend.”

Facilities Engineer II, Pioneer Natural Resources

“Authentic real conversations from participants, presenters and panelists. Well worth the time to participate. Will definitely be back.”

VP Human Resources, Marathon Oil
CONFERENCE SPEAKERS

Donna Birbiglia  
Vice President Wells, Performance and Planning, **Shell**

Bonnie Black  
Vice President- Drilling, **Pioneer Natural Resources Co.**

Ryder Booth  
Initiative Montana Product Owner, **Chevron**

Marian Cabanillas  
Health Plan CEO, South Texas, **UnitedHealthcare Community Plan of Texas**

Sneha Chanchani  
Subsurface Manager- CO2 Storage, **BP**

Deanna Farmer  
Executive Vice President and Chief Administrative Officer, **Enable Midstream Partners**

Martha Feeback  
Senior Director, Corporate Engagement, **Catalyst**

Maria Henry  
Vice President-Geology, **Antero Resources**

Crystal Heter  
Segment President- Natural Gas Transportation, **Tallgrass Energy Partners**

Claudia Jaramillo  
Vice President and Group Treasurer, **Schlumberger**
CONFERENCE SPEAKERS (CONTINUED)

Lee Jourdan
Chief Diversity Officer, Chevron

Angela Kouplen
Senior Vice President of Administration and Chief Information Officer, WPX Energy

Candyce Fly Lee
Vice President and General Manager- Rockies G&P, Williams

Patti Leigh
VP Strategy & Commercial Services, Chevron Supply & Trading

Correne Loeffler
Chief Financial Officer, Whiting Petroleum

Beth McDonald
Vice President of Permian Strategic Planning & Field Development, Pioneer Natural Resources

Lauren Miller
Vice President, Human Resources and Community Investments, QEP Resources

Sunday Shepherd
Manager Gulf of Mexico Exploration & Appraisal, Chevron

Jennifer Stewart
Senior Vice President- Legislative & Regulatory Affairs, Southwestern Energy

Allison Woolston
General Counsel, Caerus Oil & Gas
CONFERENCE SPEAKERS (CONTINUED)

Pippa Zimmerman
Vice President of Operations,
BPX Energy

WHAT PAST ATTENDEES HAVE SAID...

“Thoroughly enjoyed the conference. It was truly empowering, and the speakers were inspiring.”

Lead Analyst, Energy Transfer Partners

“Extremely professional and inspiring conference! Outstanding panelists and keynote speakers!”

Project Manager Environmental Scientist, GHD Services Inc.

“The conference and all of the speakers were very relatable and engaging. I was able to take something from every single speaker.”

Royalty Lead Advisor, BPX Energy

“The EUCI Leadership Conference for Women in Oil & Gas was one of the most worthwhile, stimulating and efficient conferences I have been to.”

Sr. Reservoir Engineer, Tellurian

“This was a very well organized and meaningful conference that I would refer to others. All sessions had depth and the attention to detail and ensuring punctual start times was great.”

CFO, Munich Re Trading LLC

“Relevant, practical advice to apply to my career and take back to my organization.”

HR Manager, ExxonMobil
### AGENDA

**MONDAY, JANUARY 27, 2020**

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<tr>
<th>Time</th>
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| 1:05 – 1:15 pm | Welcome from Chevron  
*Lee Jourdan, Chief Diversity Officer, Chevron* |
| 1:15 – 2:00 pm | The Influence of Inclusion  
*In this session, Ms. Shepherd will share her personal experience of how moments of inclusion shaped pivotal times in her life; forming her expectations for personal performance and shaping her leadership style.  
Sunday Shepherd, Manager- Gulf of Mexico Exploration & Appraisal, Chevron* |
| 2:00 – 3:00 pm | Breaking Through Barriers to Land a Seat at the Table  
*Women in predominately male business sectors, such as the oil and gas industry, face some distinct challenges in advancing as leaders within their organizations. In this panel session, women will discuss challenges and strategies to make it to the top.*  
*Correne Loeffler, Chief Financial Officer, Whiting Petroleum  
Maria Henry, Vice President-Geology, Antero Resources  
Claudia Jaramillo, Vice President and Group Treasurer, Schlumberger  
Jennifer Stewart, Senior Vice President- Legislative & Regulatory Affairs, Southwestern Energy  
Candyce Fly Lee, Vice President and General Manager- Rockies G&P, Williams* |
| 3:00 – 3:30 pm | Networking Break                                                        |
| 3:30 – 4:15 pm | Healthy Imbalance  
*We are on a journey to find life balance. In reality, we often find our lives in some form of chaos. How we perform in those situations differentiates us. In this session, Bonnie Black will share her experiences with navigating work and personal life.*  
*Bonnie Black, Vice President- Drilling, Pioneer Natural Resources Co.* |
| 4:15 – 5:15 pm | Candid Conversations: Two Executives' Journeys to the Top  
*Great leaders don’t just happen randomly or by sheer luck. In this session, you will hear two senior-level executives share their inspiring personal stories of how they beat the odds to reach the highest levels of their organizations. A few of the points to be discussed include:*  
  • Leveraging opportunity and relationships  
  • How self-perception and our view of the world around us impacts our opportunities for success  
  • How women can develop their leadership capabilities at each stage of their career*  
*Deanna Farmer, Executive Vice President and Chief Administrative Officer, Enable Midstream Partners  
Angela Kouplen, Senior Vice President of Administration and Chief Information Officer, WPX Energy* |
| 5:15 – 6:15 pm | Networking Reception                                                    |
AGENDA

TUESDAY, JANUARY 28, 2020

7:30 – 8:30 am  Continental Breakfast

8:30 – 9:15 am  Crucial Conversations
In our professional and personal lives, there are “crucial conversations” where the stakes are high, emotions intense, and outcomes significant. These conversations don’t occur every day, but when they do, they can make a big difference in our lives. Women who master how to approach these key conversations are more likely to achieve their goals and enrich their lives. In this session, we will explore how women can be most effective in crucial conversations in the workplace, at home, and with friends.
Laura Sayavedra, Senior Vice President, Projects, Safety & Reliability, and ERP, Enbridge

9:15 – 9:45 am  Engaging Men as Agents of Change
Many men around the world want to improve workplace gender equality, but don’t know where to start. This can be frustrating, especially when men feel left out. What they might not realize is that gender equality benefits men, too.

We believe it’s time to change the conversation. Built on years of rigorous research, MARC’s programming empowers men to recognize inequality and respond through effective partnership across gender.

According to Boston Consulting Group, 96% of organizations report progress when men are involved in gender diversity. With in-person engagements and tools to support ongoing learning, MARC provides a holistic, collaborative platform for individuals and organizations to create real change.
Martha Feeback, Senior Director, Corporate Engagement, Catalyst

9:45 – 10:30 am  The MARC Program in Action
In this panel session, you’ll hear from three executives that are active participants of the Men Advocating Real Change (MARC) program in their organization. They’ll give their perspectives on the insights, strategies and skills they’ve gained from the program. They’ll detail how the program has impacted their own leadership effectiveness and ways they have effected change in their respective positions. You’ll learn about the success and measurable impact of the program to date throughout the organization as a whole.
Panelists:
Ryder Booth, Initiative Montana Product Owner, Chevron
Executive from ConocoPhillips

10:30 – 11:00 am  Networking Break

11:00 am – 12:00 pm  Succeeding as a Leader
Oftentimes, succeeding as a leader takes a different skill set than those of our original roles. This panel session will discuss:
• Leadership techniques at different levels of management
• Leadership styles
• Developing leadership potential
• Leading vs. managing
• Key leadership qualities
Panelists:
Beth McDonald, Vice President Permian Strategic Planning & Field Development, Pioneer Natural Resources
Pippa Zimmerman, Vice President of Operations, BPX Energy
Patti Leigh, Vice President Strategy & Commercial Services, Chevron Supply & Trading
Allison Woolston, General Counsel, Caerus Oil & Gas
TUESDAY, JANUARY 28, 2020 (CONTINUED)

12:00 – 1:15 pm   Group Luncheon

1:15 – 2:00 pm   Key Oil & Gas Trends & Their Impact
The oil and gas landscape is rapidly changing. Traditional centers of demand are being overtaken by fast growing emerging markets. The energy mix is shifting, driven by technological improvements and environmental concerns. More than ever, the oil and gas industry needs to adapt to meet those changing needs and demands. In this session, we’ll look at current key areas of change and what the short-term and long-term future of oil and gas will look like.

2:00 – 2:45 pm   Learning into Leadership
Donna has spent almost 30 years working in various wells, production, and business support roles in Europe, Asia, the Caribbean and the US. She will share her insights on the necessity of getting outside your comfort zone, acquiring new skills and being recognized for them. She’ll discuss some of her own successes and failures and how the learnings shape how she leads today.

_Donna Birbiglia, Vice President- Wells, Performance and Planning, Shell_

2:45 – 3:15 pm   Networking Break

3:15 – 4:00 pm   Diversity, Inclusion and Equity: Claiming Your Voice at the Table
Today’s business environment requires organizations to better reflect the diversity of our society. However, research shows that U.S. companies still struggle with gender equality. Join us as we discuss tools that women can use to not only claim their seat, but more importantly, to claim their voice at the table.

_Marian Cabanillas, Health Plan CEO, South Texas, UnitedHealthcare Community Plan of Texas_

4:00 – 5:00 pm   PANEL: Effectively Managing Team Dynamics
Managing teams can be one of the most difficult aspects of leadership. This panel will address various aspects of team management, including:
• Team-building
• Motivating & inspiring your team
• Managing conflict within your team
• Navigating internal political dynamics

_Crystal Heter, Segment President- Natural Gas Transportation, Tallgrass Energy Partners_
_Sneha Chanchani, Subsurface Manager- CO2 Storage, BP_
_Lauren Miller, Vice President, Human Resources and Community Investments, QEP Resources_

5:00 pm   Conference Adjourns

“I have been intrigued, empowered and encouraged.”

Engineering Technician, Noble Energy
PRE-CONFERENCE WORKSHOP

Upstream 101

MONDAY, JANUARY 27, 2020

7:00 – 8:00 am  Workshop Registration & Continental Breakfast
8:00 – 11:30 am Workshop Timing

OVERVIEW

Upstream operations include exploring, drilling, producing, optimizing, and abandoning oil and gas wells and facilities. There are diverse specialty operations during each phase of the process. This workshop will cover the basics of each phase to give participants a general understanding of the procedures required to develop oil and gas fields.

LEARNING OUTCOMES

• Discuss methods and techniques of exploration
• Describe the drilling and completion process
• Recognize types of artificial lift and troubleshooting production problems
• Identify natural drive mechanisms and assess application of enhanced recovery
• Recognize appropriate parameters to optimize costs
• Describe well abandonment and decommissioning tasks and considerations

WHO SHOULD ATTEND

• Non-upstream personnel who work with upstream professionals, including:
  o Mid to High Level Management
  o Landmen
  o Support staff
  o Administrative
  o Environmentalists
  o Legal
  o Analysts
  o Consultants
  o Service and Sales Personnel
• Entry-level personnel in the oil and gas industry
PRE-CONFERENCE WORKSHOP AGENDA

MONDAY, JANUARY 27, 2020

8:00 – 8:30 am  Workshop Registration and Continental Breakfast

8:30 am – 12:00 am  Workshop Timing

12:00 – 1:00 pm  Group Luncheon (for workshop attendees ?)

Exploration
• Geology, Geophysics, and Petrophysics
• Land Rights and Permits
• Assessment and Risks

Drilling and Completion
• Surface and Bottom Hole Locations
• Casing Design and Completion Methods
• Well Control, Barrier Analysis, and Drilling Fluids

Production and Artificial Lift
• Inflow Performance and Testing
• Types of Artificial Lift
• Stimulation Techniques

Enhanced Recovery
• Natural Drive Mechanisms
• Secondary and Tertiary Methods
• Project Implementation

Cost Optimization
• Assessment of Fixed vs Variable Costs
• Leasing vs Owning
• Effect of Oil Price Environment

Well Abandonment and Decommissioning
• Annual Estimate of Decommissioning
• Changing Regulations
• Rig-less Methods for Well P&A, Deep vs Shallow Facility Removal

Summary & Conclusion
PRE-CONFERENCE WORKSHOP INSTRUCTOR

M.K. (Val) Lerma
Engineering Manager, InterAct

Val Lerma has 37 years’ experience in the oil and gas industry and is a California registered professional petroleum engineer. Upon graduating with her BS PTE Magna Cum Laude from University of Southern California, Ms. Lerma worked for Chevron as a drilling foreman, drilling engineer, reservoir engineer, and development planning engineer for various L.A. Basin and Ventura onshore and offshore fields. She subsequently spent 15 years working with Troy Consulting on production, reservoir, and drilling engineering projects for PXP, Chevron, Aera, Venoco, Santa Fe Resources, USC, and others in the L.A. Basin, San Joaquin Basin and Ventura fields.

Ms. Lerma worked for Orchard E&P, LLC and Orchard Petroleum, Inc. As Engineering Manager, she managed drilling programs at Belridge, Sac Basin, Lost Hills, and Belgian Anticline, including service bid requests and evaluation, AFE and drilling program preparation, ongoing efficiency analysis, and troubleshooting. She also evaluated properties for acquisition. She then served as President and was on the Board of Directors (2008-2012) of Orchard Petroleum until the company was sold.

Ms. Lerma currently serves as Engineering Manager of InterAct, an engineering consulting firm in Ventura, CA. InterAct’s clients include independent as well as major operating companies, utilities operating gas storage facilities, government agencies, and local businesses requiring petroleum engineering expertise.

Ms. Lerma also has her MBA from California Lutheran University and her MS PTE from University of Southern California. She spent seven years teaching graduate and undergraduate Drilling Engineering at University of Southern California through the Distance Educational Network for worldwide students and served on the University of North Dakota Curriculum Advisory Board. She has participated in PTTC and SPE seminars and technical meetings, authored several technical papers, and served on the SPE and API board of directors in Ventura. She has taught classes for EUCI, utility companies, regulatory agencies, and numerous private corporations.

“Val is a fantastic teacher. Her real life stories and experience really added color to the subject matter. The end of class came too fast.”

Assistant Controller, Drilling Services
POST-CONFERENCE WORKSHOP

Learning to Ask: Women and the Power of Negotiation

WEDNESDAY, JANUARY 29, 2020

8:00 – 8:30 am  Registration and Continental Breakfast
8:30 am – 12:00 pm  Workshop Timing

OVERVIEW

By neglecting to negotiate her starting salary for her first job, a woman may sacrifice over half a million dollars in earnings by the end of her career. Research reveals that men are four times more likely to ask for higher pay than are women with the same qualifications. Convinced that negotiation requires bluffing, steamrolling, and playing hardball, many women avoid negotiating whenever they can. Whether they want higher salaries, better career opportunities, or more help at home, women are hesitant to ask for what they want. They pay for this decision in every aspect of their lives—in lost income, delayed career advancement, and under-utilization of their skills at work. They also pay in strained relationships and health problems at home. These are losses women don’t need to suffer.

By mastering a few basic principles, planning carefully, and practicing, anyone can become an effective negotiator. Using a combination of lectures, interactive exercises, case studies, videos, and group discussion, we will explore the internal and external barriers that can prevent you from asking for what you need and deserve—and show you how to overcome your socially imposed reluctance to negotiate. In this workshop, you will learn to:

• Evaluate the economic value of your work
• Set the right targets for your negotiations
• Employ best practice negotiating strategies that have been shown to work especially well for women
• Explore ways to maximize your bargaining power
• Rehearse and practice your negotiations beforehand
• Acquire techniques to manage the anxiety often felt when negotiating
• Recognize many more opportunities to negotiate

POST-CONFERENCE WORKSHOP | INSTRUCTOR

Sara Laschever

Sara Laschever is an author, editor, and cultural critic who has spent her career investigating the obstacles, detours, and special circumstances that shape women's lives and careers. She is the co-author of two groundbreaking books about women and negotiation, Women Don't Ask: The High Cost of Avoiding Negotiation—and Positive Strategies for Change and Ask for It! How Women Can Use the Power of Negotiation to Get What They Really Want. Her work has been published by The New York Times, The New York Review of Books, The Harvard Business Review, Vogue, Glamour, and many other publications. Sara is frequently cited in the media as an expert on the persistence of the wage gap, women and conflict resolution, work-life balance issues, and the multiple factors influencing women's long-term career success. She lectures and teaches workshops about women and negotiation for corporate audiences, universities, law firms, government agencies, and women's leadership conferences. She is a founding faculty member of the Carnegie Mellon Leadership and Negotiation Academy for Women and the Academic Coordinator for the WIN Summit, a global women's conference focused on women and negotiation.

REGISTER TODAY! CALL 303-770-8800 OR VISIT WWW.EUCI.COM | #WOMENINOILANDGAS
INSTRUCTIONAL METHODS

Case studies, PowerPoint presentations, panel sessions and group discussion will be used in this event.

REQUIREMENTS FOR SUCCESSFUL COMPLETION

Participants must sign in/out each day and be in attendance for the entirety of the conference to be eligible for continuing education credit.

IACET CREDITS

EUCI has been accredited as an Authorized Provider by the International Association for Continuing Education and Training (IACET). In obtaining this accreditation, EUCI has demonstrated that it complies with the ANSI/IACET Standard which is recognized internationally as a standard of good practice. As a result of their Authorized Provider status, EUCI is authorized to offer IACET CEUs for its programs that qualify under the ANSI/IACET Standard.

EUCI is authorized by IACET to offer 1.0 CEUs for the conference and 0.4 CEUs for each workshop.

CPE CREDITS

EUCI is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: www.learningmarket.org.

Upon successful completion of this event, program participants interested in receiving CPE credits will receive a certificate of completion. EUCI is authorized by CPE to offer 12 credits for the conference and 4 for each workshop.

There is no prerequisite for this course.

Program Level: Beginner  Delivery Method: Group-Live  Advanced Preparation: None

REGISTER 3, SEND THE 4TH FREE

Any organization wishing to send multiple attendees to this conference may send 1 FREE for every 3 delegates registered. Please note that all registrations must be made at the same time to qualify.

EVENT LOCATION

The event is located at the JW Marriott Houston Downtown, 806 Main Street, Houston, TX 77002. A room block has been reserved for the nights of January 26-28, 2020. Room rates are US $199. Call 1-713-237-1111 or visit the website for reservations. Mention the EUCI event to get the group rate. The cutoff date to receive the group rate is December 1, 2019 but as there are a limited number of rooms available at this rate, the room block may close sooner. Please make your reservations early.
Substitutions & Cancellations
Your registration may be transferred to a member of your organization up to 24 hours in advance of the event. Cancellations must be received on or before December 27, 2019 in order to be refunded and will be subject to a US $195.00 processing fee per registrant. No refunds will be made after this date. Cancellations received after this date will create a credit of the tuition (less processing fee) good toward any other EUCI event. This credit will be good for six months from the cancellation date. In the event of non-attendance, all registration fees will be forfeited. In case of conference cancellation, EUCI's liability is limited to refund of the event registration fee only. For more information regarding administrative policies, such as complaints and refunds, please contact our offices at 303-770-8800.
EUCI reserves the right to alter this program without prior notice.

How did you hear about this event? (direct e-mail, colleague, speaker(s), etc.)

Print Name
Job Title

Company

What name do you prefer on your name badge?

Address

City    State/Province    Zip/Postal Code    Country

Phone    Email

List any dietary or accessibility needs here

CREDIT CARD INFORMATION

Name on Card
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Account Number
Billing City    Billing State

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OR Enclosed is a check for $ __________________ to cover __________________ registrations.

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f: 303-741-0849

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MAKE SELECTION BELOW

PRE-CONFERENCE WORKSHOP: UPSTREAM 101 WEDNESDAY, MONDAY, JANUARY 27, 2020

POST-CONFERENCE WORKSHOP: LEARNING TO ASK: WOMEN AND THE POWER OF NEGOTIATION: WEDNESDAY, JANUARY 29, 2020


