



Gulf Coast Section

Career Planning and Navigation

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My career changes.....why

•New Graduate

- Construction estimator

Problem solving

•Mobil Oil

- Offshore platform design
- Production engineering
- Reservoir engineering
- Management

- Family
- New challenge
- New challenge
- New challenge

•Collarini Engineering

- Family

•Collarini Energy Staffing

- New challenge

•Explore Enterprises

- Family/new challenge

•Etroa Resources

- New challenge

•DGC Energy LLC

- Consulting and investing

Your wake up call?

**WHEN THE ALARM
CLOCK GOES OFF
YOU HAVE A CHOICE:**

**Go back to sleep
and dream you are
running.**

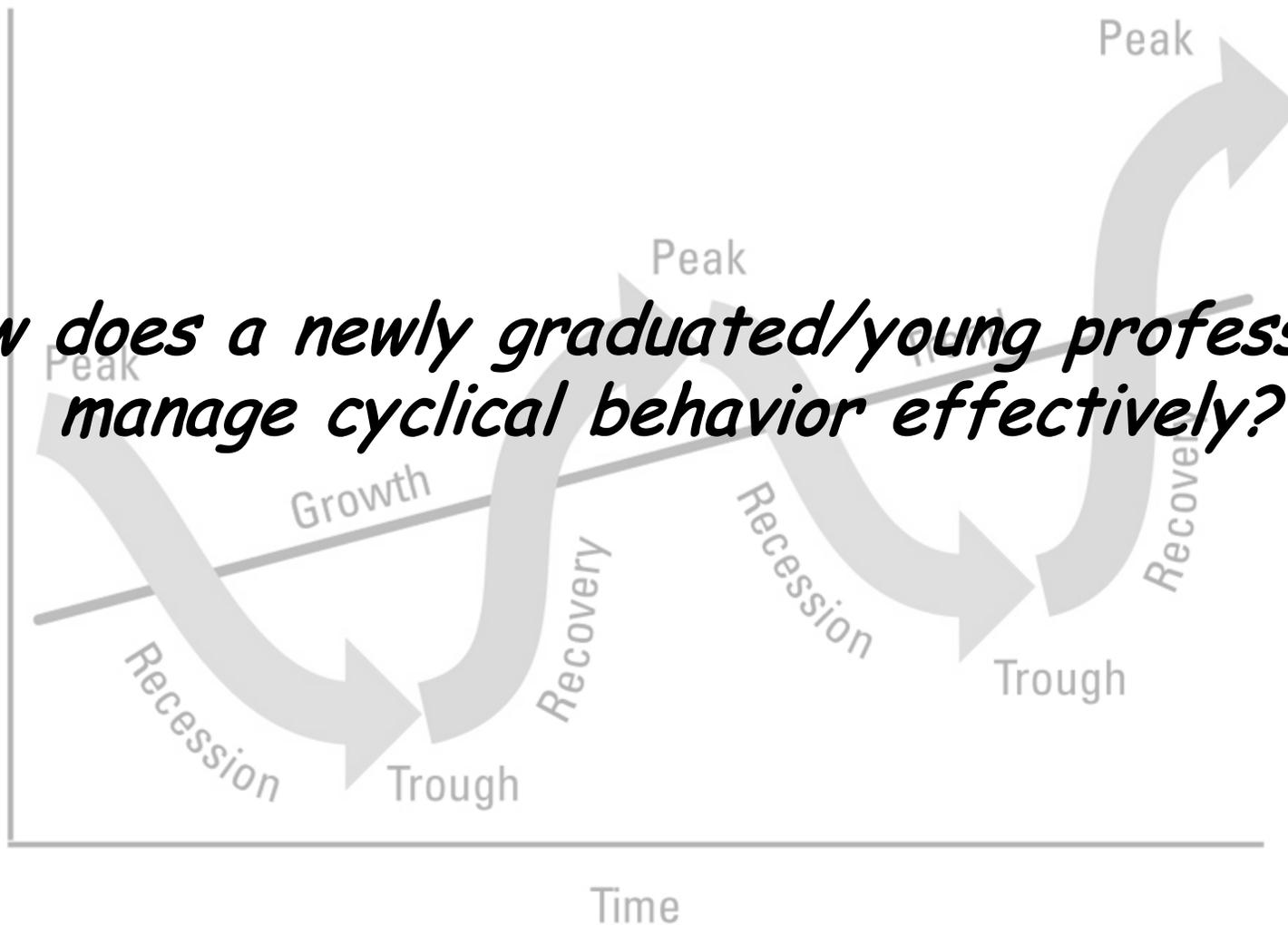
**Put on your shoes,
hit the road and
make your dreams
come true.**

CHOOSE WISELY.

THERUNIVERSE.COM



How does a newly graduated/young professional manage cyclical behavior effectively?



“Choose a job you love, and you will never have to work another day in your life.”

...Confucius

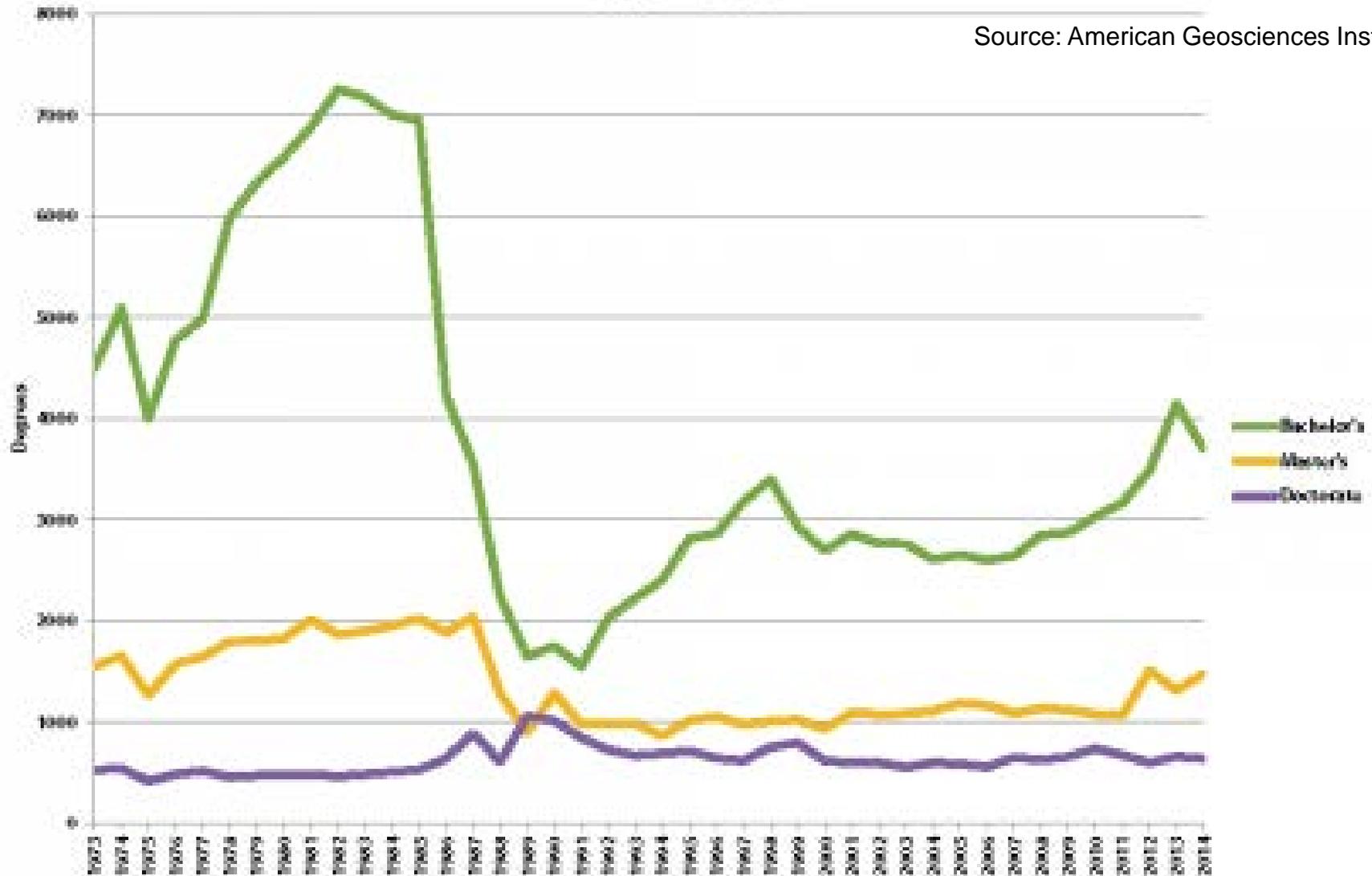
“To get the job you love, you ought to have a plan.”

...Collarini

•Career planning is your responsibility

US Geoscience Degrees Granted 1973 - 2014

Source: American Geosciences Institute



Who am I?

Identify your top 3 strengths (What you do better than most)

- Soul search
- Your job description(s)
- SPE competency matrices
- Collarini web site (profiles)
- Best successes at work
- Most fun you ever had
- Self Directed Search

Acknowledge your improvement areas

- Soul search
- Look in the mirror
- Are you who you want to be?

Work hard!

Improve knowledge and skills

- **Listen! (even when it is hard)**
 - **on the job – people love to share!**
 - **in professional groups**
- **Practice. Stay sharp**
- **Take courses**
- **Use SPE free resources**
- **Take advantage of free trial period software**
- **Volunteer. Learn leadership skills**
- **Get out of the box**
 - **Community college offerings**
 - **Can you teach?**
 - **Totally new career?**
- **Have a contingency plan**

**Find the
opportunity!**

Maintain and expand your network of contacts:

- **On the job**
 - **Other departments**
 - **Networks**
 - **Committees**
 - **Former co-workers**
 - **Vendors (they know everything and everyone)**
- **Outside of work**
 - **Professional organizations relevant to targets**
 - **College alumni groups**
 - **Church job ministries (help and be helped)**



We're all people!

**Find the
opportunity!**

Maintain and expand your network of contacts:

- **Volunteer – get exposure**
 - **On the job**
 - **Professional organizations**
 - **Charitable groups**
 - **In the community**
- **Learn to enjoy social conversation**
 - **Stay informed on a few topics**
 - **Politics, sports, cooking?**
 - **Learn a few opening questions**
- **Use social media responsibly**

**Flexible and
Creative**



“There was one guy in Denver that lost his job as an engineer. He was a pretty good guitar player, so he would set out in front of one of the hotels in Denver under the awning and play his guitar with the case open for donations. You had your choice of giving him a handout or picking up one of his resumes that he kept a stack of by the case. Someone finally hired him back from his resume. I thought that was pretty ingenious.”

Friend of Collarini

(Kris Kristofferson flew helicopters offshore in the Gulf of Mexico in the 1970s!)



**Save
your
money!!!**

What career options does a junior engineer have and what routes can he or she take to get to the chosen destination?



Life is a one-way journey....

on an ever-narrowing road

Keep options open as long as possible

Collect all the tools you can carry

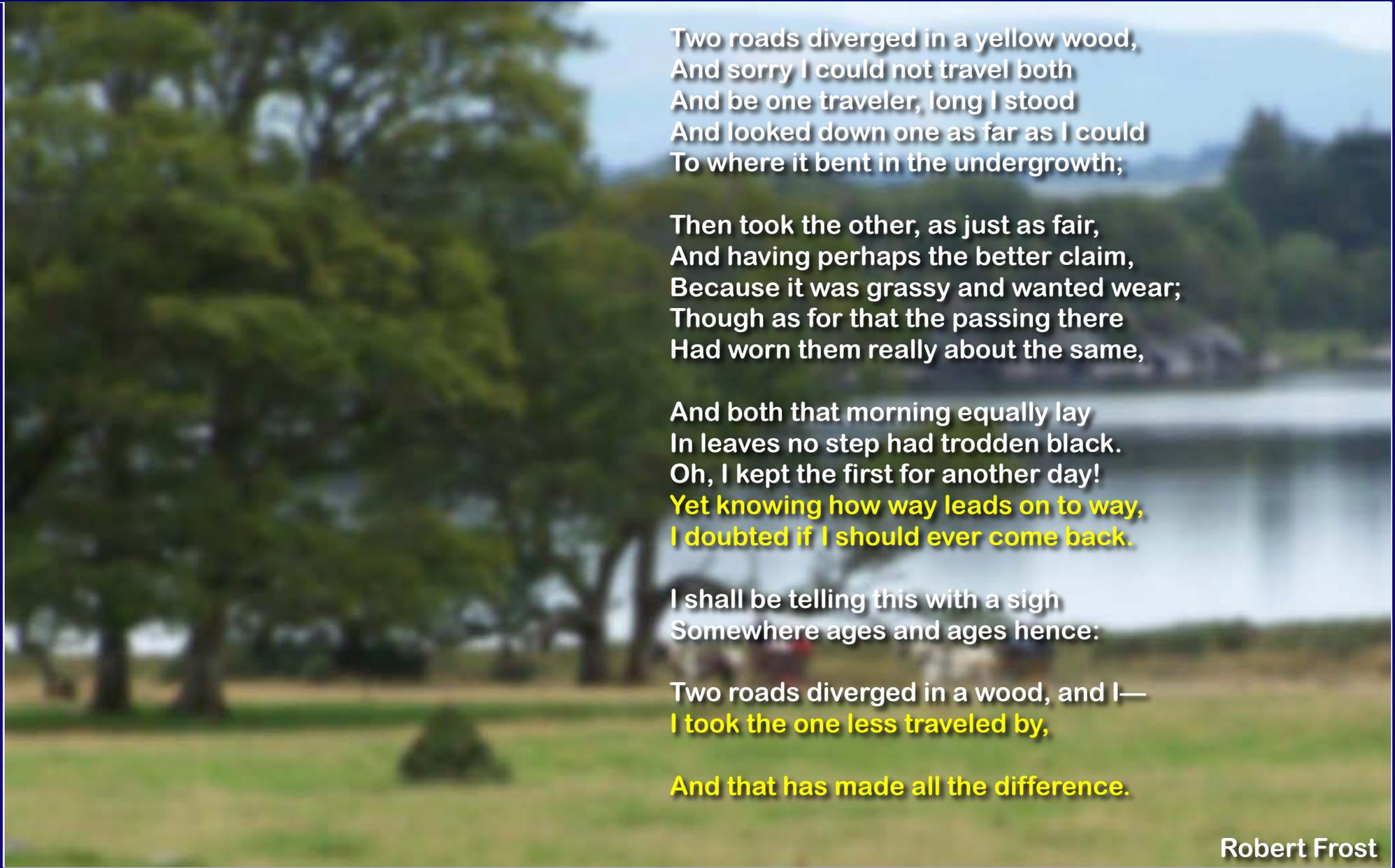


“If you don't know where you are going, any road will get you there.”

Lewis Carroll

If You Don't
Know Where
You're Going,
You'll Probably
End Up
Somewhere Else

David Campbell



Two roads diverged in a yellow wood,
And sorry I could not travel both
And be one traveler, long I stood
And looked down one as far as I could
To where it bent in the undergrowth;

Then took the other, as just as fair,
And having perhaps the better claim,
Because it was grassy and wanted wear;
Though as for that the passing there
Had worn them really about the same,

And both that morning equally lay
In leaves no step had trodden black.
Oh, I kept the first for another day!
Yet knowing how way leads on to way,
I doubted if I should ever come back.

I shall be telling this with a sigh
Somewhere ages and ages hence:

Two roads diverged in a wood, and I—
I took the one less traveled by,

And that has made all the difference.

Robert Frost

**Map out the
way ahead!**

Mapping the path:

- **What do you want? (Your goal)**
 - **Big company? Small company?**
 - **New venture? Internet based?**
 - **Entrepreneurial venture?**
 - **Consulting?**
- **Where do you best fit?**
 - **RIASEC or other**
- **Make a plan**

**Find and
capture the
opportunity!**

Identify the targets:

- **Find the companies**
 - **Oil & Gas publications**
 - **State permitting records**
 - **Secretary of State – new business**
 - **Consulting – clients or umbrella firm**
- **Find the people**
 - **LinkedIn very good**
 - **Identify the right organizations to attend**
- **Execute**
 - **Always carry business cards, not resumes**

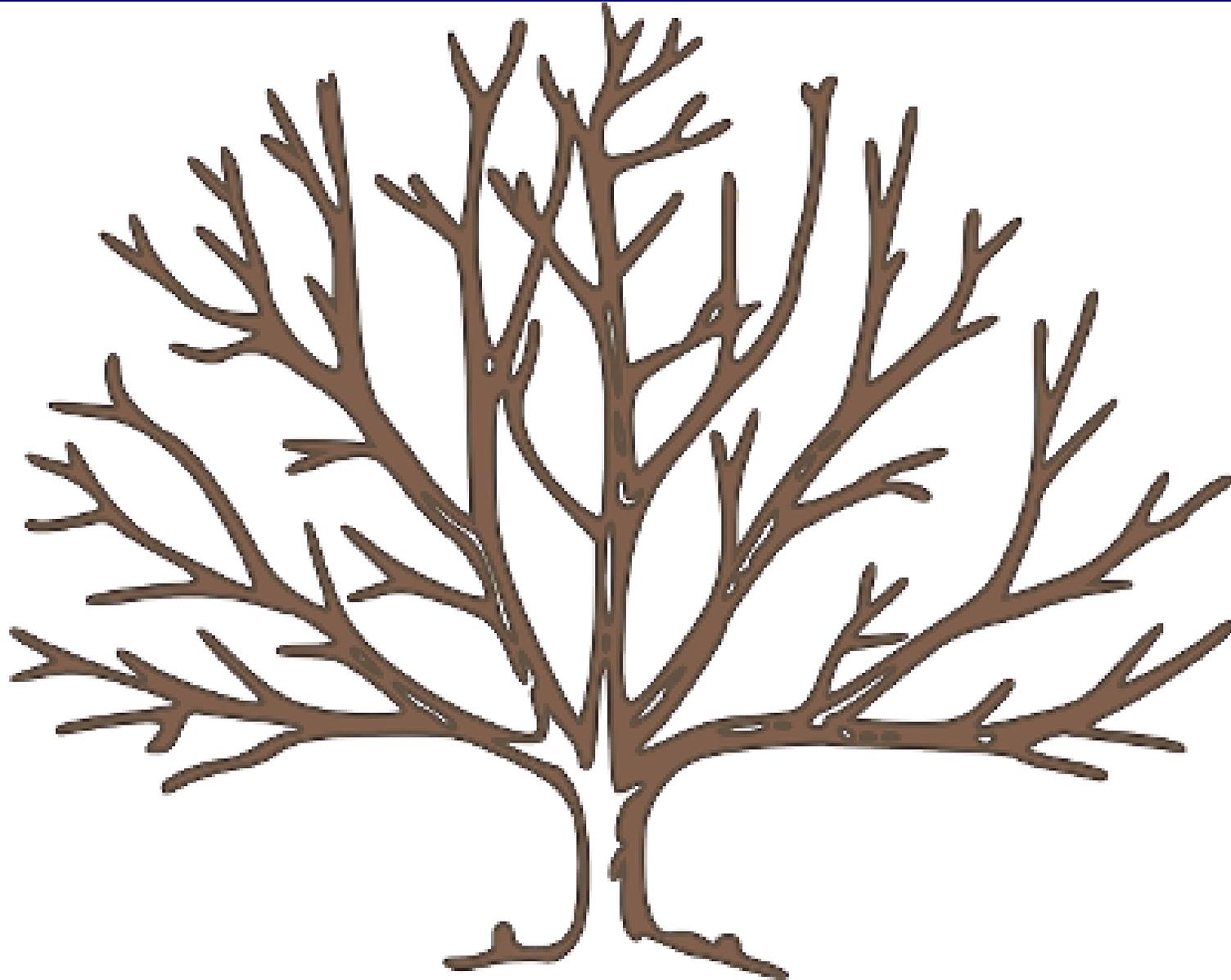


**Be nice to everyone!! All of the time!!
Either way, people do not forget.....**

Embrace ethics. **Maintain your reputation.** Be diligent in your work. **Maintain your reputation.** Learn to write well. **Maintain your reputation.** Check your resume five times a day for five days before sending it to a good writer for editing. Spell check.



How does career planning change over the span of a 30+ year career?



Absorb

0-10 years

Develop

11-20 years

Produce

21-30 years

Enjoy

30+ years

***Career needs
change with
experience.***

Make a plan...

Professional	0-10 Years Absorb	11-20 Years Develop	21-30 Years Produce	30+ Years Enjoy
Technical	Attend training Emulate	Specialize Choose projects	Maintain technical knowledge - teach?	Maintain technical knowledge - teach?
Business	Get the MBA Play market games	Learn speaking Learn the business	Follow the decisions Make the decisions	
Experience	Volunteer Move around	Take new assignments	Choose projects	Choose projects
Personal				
Connectedness	Join organizations Maintain contact list	Expand the network Join organizations	Share the network Become a resource	Share the network Become a resource
Interpersonal	Work in teams Committee volunteer	Communication Personal profile	Attend events	Attend events
Leadership	Participate in SPE, other organizations	Assume the lead Volunteer	Mentor others	Mentor others
Creativity	Read science fiction	Take up a hobby		

Chart your course...

	Where I am now?	Where do I want to be?	Short-term Action Plan	Five-year Plan
Technical	3-year production engineer with a major oil company	Reservoir simulation expert	Take extra course at U of H Request transfer to Reservoir Review reservoir studies on current fields assigned	Practice simulation on assigned fields Find ways to get published Earn advanced degree
Business	Basic economics knowledge	Able to manage own investments	Take a course at NHCC	Manage mirror portfolio
Experience	East Texas experience	International projects	Excellent performance Volunteer for tough jobs Research projects worldwide	Seek broadening assignments within the company Seek position with an international company

In future planning think.....

Oil and Gas

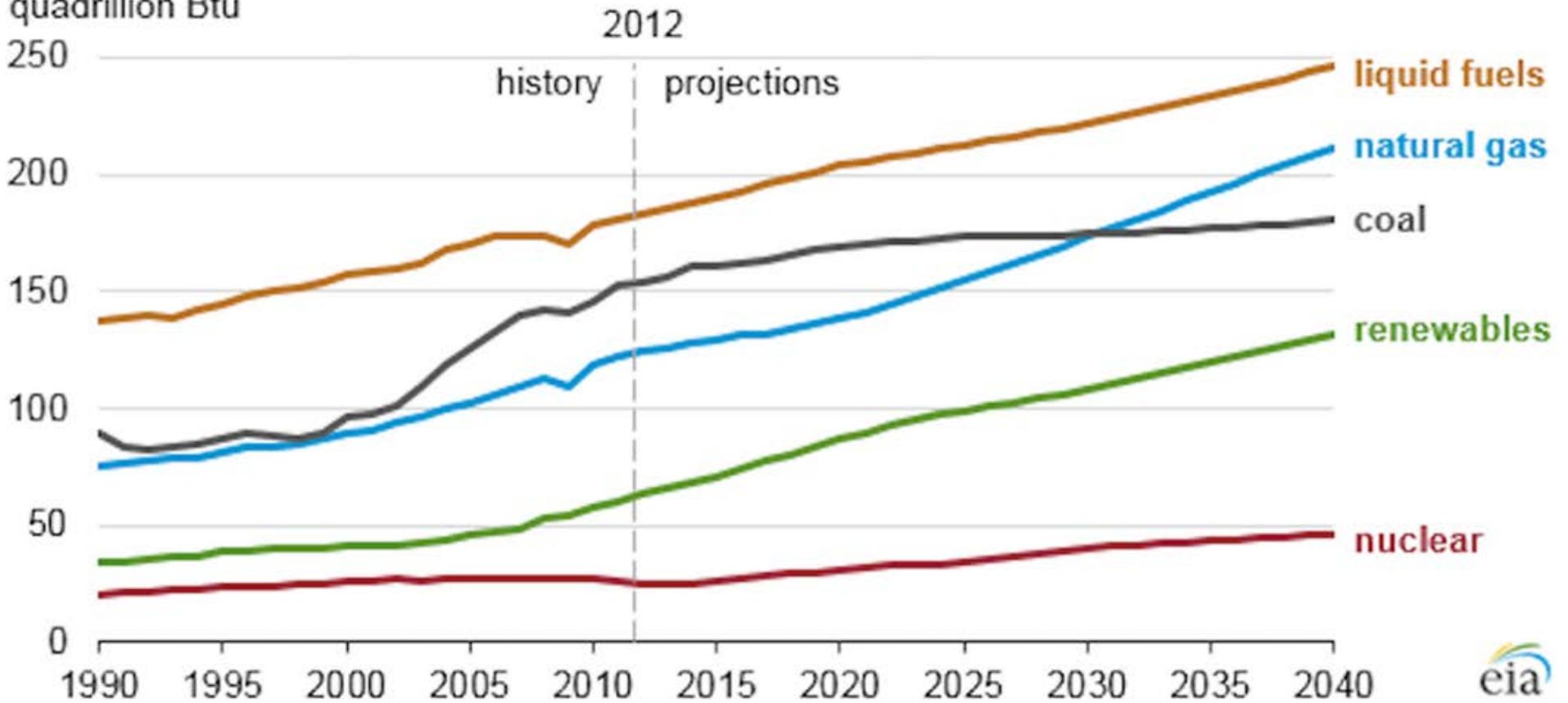
Renewables

Global

Technology

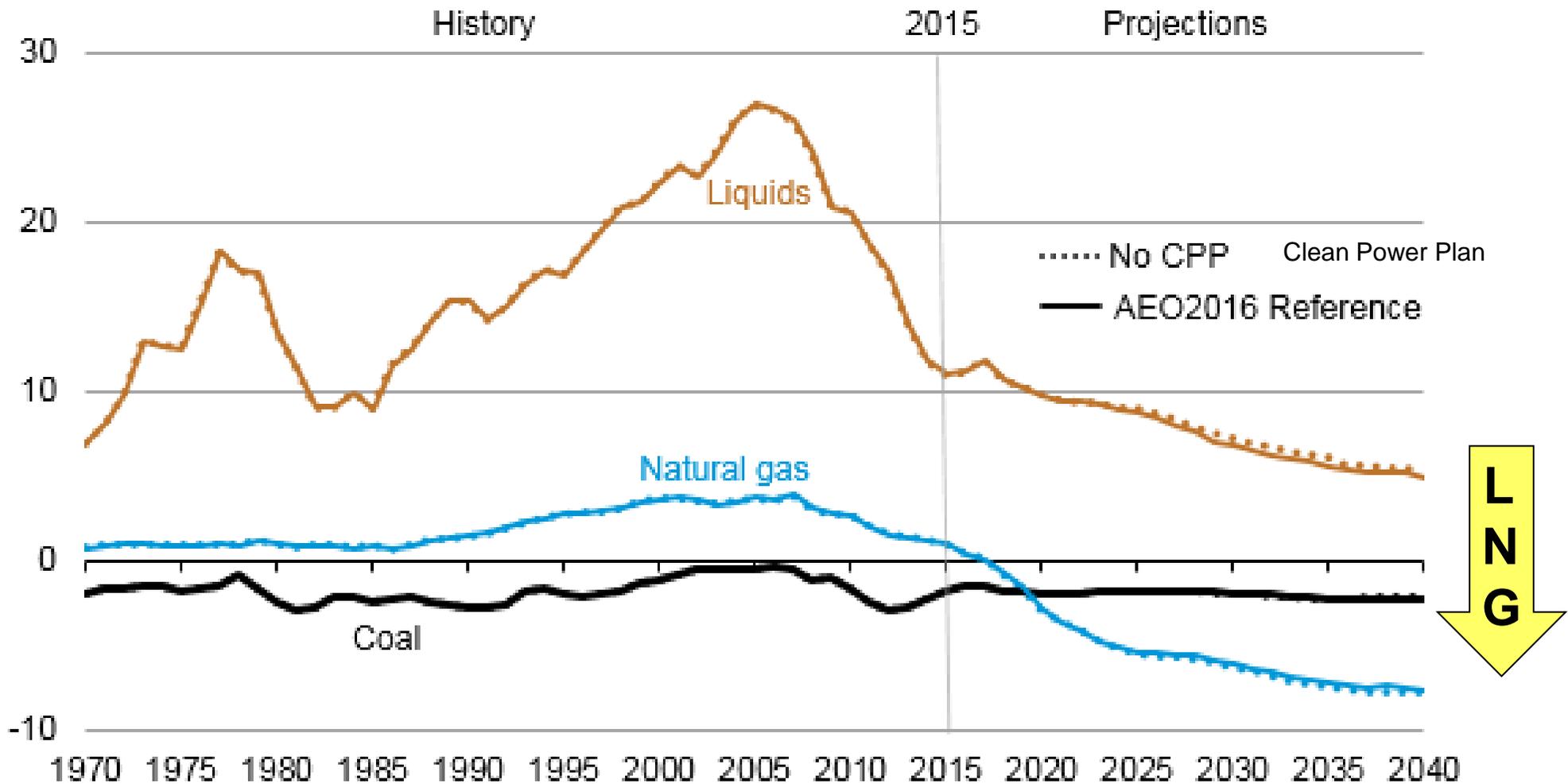
World energy consumption by source, 1990-2040

quadrillion Btu



Source: EIA

U.S. net imports
quadrillion Btu



Source: EIA, Annual Energy Outlook 2016

International companies need employees willing to take on difficult, risky international assignments.

Expatriates' skills are important to many economies, especially those less mature in oil and gas extraction.

Important global skills:

- ***International economic analysis***
- ***Political and cultural climates***
- ***Negotiating and business acumen***
- ***Language and culture***
- ***Regulatory environments***

New Technology, For Example

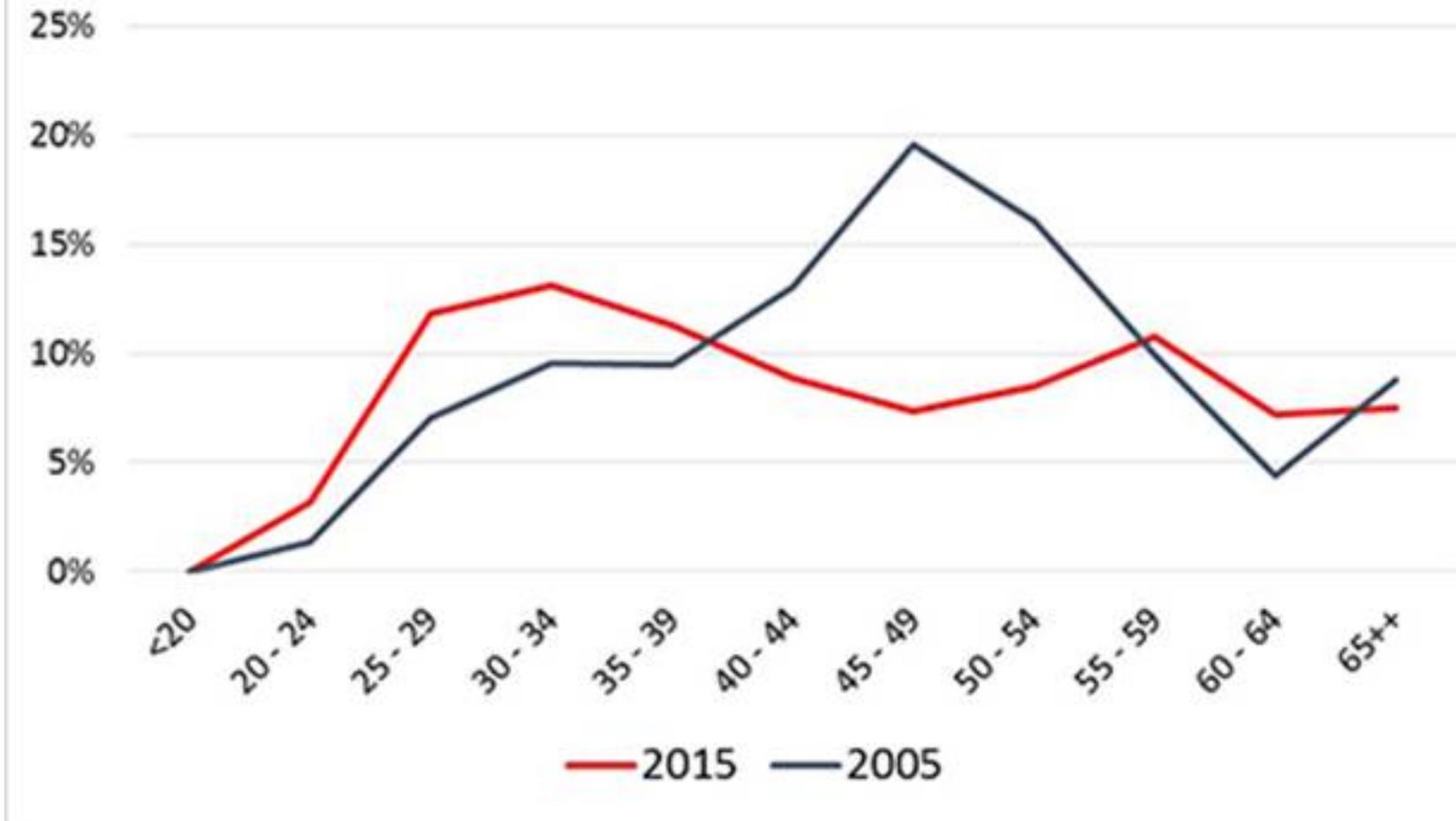
**SPAWNED BY THE BOOM IN
HORIZONTAL DRILLING IN THE
EARLY 1990's, MULTILATERAL
DRILLING
IS NOW THE HOTTEST TECHNOLOGY
IN THE INTERNATIONAL OIL
INDUSTRY.**

It is directed at complex reservoirs and also playing a powerful production role in tapping huge heavy oil reserves in places like Alaska, Canada and Venezuela. Research and development are expanding applications.

- ▶ ***Computer occupations to grow 13% to 2024***
- ▶ ***Computer modeling is a daily tool***
- ▶ ***Candidate requests usually include specific software***
- ▶ ***Knowledge of the genre works for long-term assignments (simulator, IPM, economics, etc.)***
- ▶ ***Proficiency with specific software needed for short assignments***
- ▶ ***Rapid changes require diligence to keep pace***

- ▶ ***Emerging technology often results in intermediate demand and short supply of skills.....***
 - ▶ ***Deepwater technologies***
 - ▶ ***Seismic technologies***
 - ▶ ***Data management, especially accessibility***
- ▶ ***Expertise generally gained in larger companies***

Professional Members by Age (as Percentage of Membership)



Source: SPE

In conclusion:

- ***Choose your direction***
- ***Make a plan, but be flexible...research the industry and the marketplace***
- ***Build a credible resume as your career progresses***
- ***Embrace learning and new technology***
 - ***Teach, study***
 - ***Consider international opportunities***

When should one ask for a promotion or raise?



When to ask for a raise

- ***You will know when this is right. (Now is probably not the time.)***
- ***Speak openly to your supervisor at evaluation time.***
- ***Be prepared for criticism as well as praise. Take it positively.***
- ***Judge your position relative to your peers.***
- ***Test the market occasionally.***

michael symon ([@chefsymon](https://twitter.com/chefsymon))

humility & outwork the ppl standing next to u twitter.com/bakingsweets1/...



And finally,

- ***Take care of yourself***
- ***Make a plan***
- ***Work hard***
- ***Work smart***
- ***Welcome luck***



