

أرامكو السعودية
saudi aramco



SAUDI ARAMCO FINAL INTERNSHIP REPORT

Institutional Affiliation:

University Internship Advisor:

Employer's Name: Saudi Aramco

Internship Supervisor:

Essay Link Writers

Executive Summary

The internship report focuses on the provision of analysis of the time and experience at Saudi Aramco. I was lucky to receive an internship opportunity at one of the largest companies in Saudi Arabia. Saudi Aramco was the best internship location for on-the-job training and learning. The size and magnitude of the company meant that it could offer a real working environment like no other. The report provides adequate information on the company's history and background. It is interesting that Saudi Aramco's formation is deeply connected to Saudi Arabia's formation. The SWOT analysis reveals the strengths, weaknesses, opportunities, and threats the organization encounters. The review aids in putting into perspective the company's advantages and limitations. The organizational competitive and marketing strategies is also important in understanding how the firm operates and functions.

The report will also highlight the real internship experience gained from the company. The job analysis section assesses the different roles and responsibilities undertaken. For the length of the internship program, I did different jobs at my supervisor's guidance. She was always willing to help and correct me when I made a mistake. The different roles meant that I could apply what I had learnt in school so far. For example, I was able to employ both communication and time management skills. The internship experience also presented some challenges and difficulties. I had anticipated that the process would not be smooth all along. In an overall view, the benefits outweighed the limitations and I was able to learn a lot from the position.

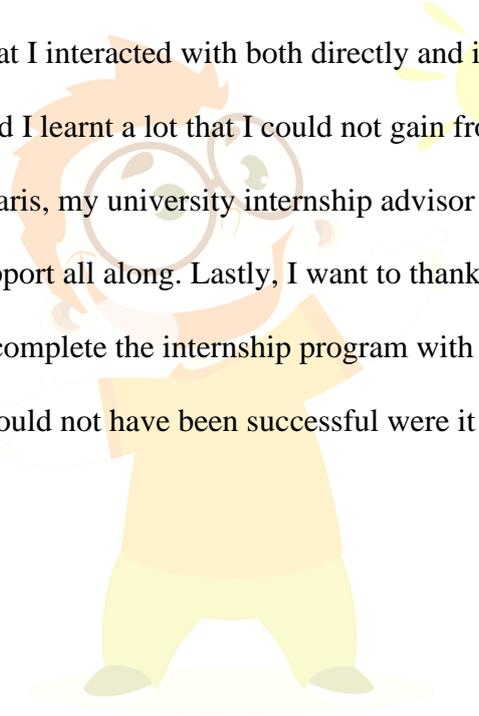
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Acknowledgement

I would like to express my heartfelt gratitude to the different people who have made the internship experience successful. First, I am extremely appreciative for Saudi Aramco for giving me the internship position. It has been an eye-opening and informative experience that will play a huge role in my career progress. I want to thank my internship supervisor, Haifa A. Sayid for being the best leader and supporter. She was very helpful during the length of the internship program and she made everything easier for me. I cannot forget the rest of the workers at Saudi Aramco that I interacted with both directly and indirectly. The staff made me feel very comfortable and I learnt a lot that I could not gain from the classroom. I am also grateful to Dr. Sotirios Zygiaris, my university internship advisor who has been instrumental in offering guidance and support all along. Lastly, I want to thank Allah for His blessings. I was able to commence and complete the internship program with zero issues or problems. My internship experience would not have been successful were it not for these people mentioned above.



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Introduction

Internships are important steps in the career learning and development processes. Each student has to undergo an internship program for them to have a first-hand experience of the real working environment. Internships offer students with increased opportunities to develop their skills and knowledge. It is always advisable for a student to seek an internship opportunity at a company that offers growth chances. In this case, Saudi Aramco was the best internship landing spot for a number of reasons. First, the company has a great history and it has a significant market share in the global oil and gas sector. The overall experience at Saudi Aramco was very interesting and informative. I was able to exercise what I had learnt in class, as well as develop new skills. The challenges I encountered when trying to undertake different tasks was a test of versatility and compatibility in the workplace. I made numerous observations that will be integral in the growth of my career heading into the future. The internship program and experience were a great eye-opener and it led to the development of greater awareness and skills that relate directly to my career path and goals.

Company Background

Saudi Aramco's background dates back to the early 20th century and it is strongly connected to the formation of Saudi Arabia. In 1933, the Saudi Arabian government made a concession deal with the Standard Oil Company of California (SOCAL). The agreement was Ibn Saud's, Saudi Arabia's first king, idea and it happened just one year after the nation's founding. Ibn Saud had successfully convinced the four Arabia regions, Najd, Hejaz, Southern Arabia, and Eastern Arabia to join and form a single country. One of his key goals was finding oil in the region and the concession agreement was among the initial steps. SOCAL aided in the search for oil in the newly formed nation and drilling began in 1935. The two first years after the signing of the concession deal were quite slow. SOCAL's top management was having questions about its agreement with Saudi Arabia and the chances of

the plan being successful. However, the company's chief geologist asked them to go ahead with the project. Six years later, the commercial production of oil started and this had a huge impact in the formation of a strong foundation for both Saudi Aramco and Saudi Arabia.

The oil and gas production underwent various improvements and advancements. The crude oil production and drilling started growing in the late 1940s. Significant developments were being recorded over the years, such as hitting the 500,000 barrels daily (Aramco, 2021). The rise in the production levels meant that the distribution and other processes were growing. The increase and progress presented increased benefits to the Saudi Arabian government and people. For example, the increase in production meant that the company was making more money and generating higher revenue margins. The 1950s presented the company with opportunities for further growth. The Saudi Arabian government started working on infrastructure projects that supported the oil and gas sector directly. For example, the completion of the Trans-Arabian pipeline that is over 1,000 kilometers and is the longest globally. The pipeline was very important because it simplified and lowered the shipping costs to Europe, hence reducing operational costs. During the same decade, the production levels also crossed a million barrels annually (Aramco, 2021). Such developments only resulted in the company's further growth and development.

By this time, the Saudi Arabian government had seen the importance of Saudi Aramco to the nation's economy. Therefore, the administration started having a higher interest in the company and its functioning. In 1988, the government created the Saudi Arabian Oil Company to take over Aramco's duties. The transition meant that the administration had more power over the company's operations. The government was able to realize the great potential that the organization possessed. Therefore, the next year, plans started being made to make Saudi Aramco an integrated petroleum company (Aramco, 2021). The next step for the firm was tapping into the global and international markets and this

occurred in the 1990s and 2000s. During the period, increased innovation and technological elements received great priority. The company also diversified its activities to become a leading energy and integrated chemicals organization. Over the past decade, the company has continued to grow and develop in many ways. The size and influence of the company in the energy sector is mainly due to the strong foundation associated to its functioning.

SWOT Analysis

Strengths

Saudi Aramco has a number of benefits that aid in its functioning and operations. The organization has a large production and refining capacity. Since its opening close to century ago, the company has been growing progressively over the years. The large size means that Saudi Aramco can refine, sell, and store large volumes of gas and oil (Ramady, 2018).

Another advantage has been the use of high marketing approaches that have aided in the growth and expansion over the years. Environmental sustainability and technology growth are among the key competencies that the company tries to structure its operations around. Saudi Aramco is considered a technological growth pioneer and it always strives to accomplish environmental sustainability. The prioritization of these two core values is very important in the oil and gas industry. Another benefit is the low production cost for each barrel and this has aided the company in being very profitable. Its production cost per barrel is the lowest in the world and this has been beneficial in growing the competitive advantage. The benefits identified above have assisted the organization in gaining a strong brand name and presence.

Saudi Aramco has a strong brand positioning in the global oil and gas sector. Due to the company's history and growth in Saudi Arabia over the years, it has a strong influence in the larger Gulf Region. The position has been very beneficial in pushing its growth and expansion over the years. Saudi Aramco also has a strong competitive advantage, due to

features like possessing the largest oil reserves globally. As one of the biggest companies in the world, it makes a lot of revenue annually. The strong brand presence and position has allowed the company to have a lot of influence and power in the global oil and gas sector. Saudi Aramco also has a significant share of the global energy sector and this increases its overall competitive advantage. The company still has enough access to resources to facilitate further growth and development, which puts it ahead of the majority of the competition.

Weaknesses

Like any other company, Saudi Aramco also has some weaknesses that affect its activities. A key issue is that the company's profitability is very dependent on crude oil sales. The company has invested the majority of its production to crude oil refining, storage, and sale. Despite this being beneficial, it is also quite risky, especially with the increase in crude oil refining and sale services across the world. The reduction in the prices of oil and gas means that the company's profit margins can be affected. However, this is beneficial when the global oil and gas prices spike. The company also faces a disadvantage due to the involvement of the Saudi Arabian government in its operations. The Saudi Arabian administration lacks full transparency in its activities. It also fails to show corporate governance to the expected standards. The shortcoming creates increased speculations and uncertainty about the firm's operations. Saudi Aramco is a very huge company and transparency should be a key concern to ensure that everything runs smoothly and effectively.

Opportunities

Saudi Aramco can exploit a number of opportunities that can present further development and growth. First, the company can work towards solving the issue of transparency. The management and the government can work together to attain and prioritize more financial and operational transparency. The IPO is a great opportunity for the company to take a step in this direction. The adherence to better corporate governance and

transparency can create further chances for the improvement of the brand positioning in the global economy (Ramady, 2018). Second, the world is still very reliant on fossil fuels. Therefore, Saudi Aramco should continue to position itself to benefit from the high demand. The access to the largest oil reserves globally means that the company has access to a large supply that can be useful in satisfying the high demand for oil and gas products. The organization should seek to take full advantage of the demand for fossil fuels before things change.

Saudi Aramco's management also needs to consider the diversification of the company's products and services. As one of the largest companies in the world, Saudi Aramco has access to vast resources, which it can use to venture into other industries and sectors. The company can venture into new fields that can increase the revenue earnings. The use of the technique can create alternative sources of revenue for the time when fossil fuel demand will start reducing. The organization should also notice and take advantage of the increasing oil demand in Asia. The focus on the Asian market can present increased benefits, especially considering the size of the continent. Seeking to offer oil and gas products to this target market can allow Saudi Aramco to grow and expand its operations. Therefore, resulting in further growth and development.

Threats

While seeking to explore and maximize the available opportunities, Saudi Aramco should also note its threats and risks. One of the main things that the company should be concerned about is the possible reduction of fossil fuels dependence across the world. For the past years and decades, environmentalists and other related groups have been highlighting the negative impacts of fossil fuels on the world (Alamsoud et al., 2015). More and more organizations are asking people to move to renewable and alternative energy sources. The assumption is that the increase in the reliance on renewable energy will result in the reduction

on the dependence of fossil fuels. Therefore, companies like Saudi Aramco should understand how such a shift can affect their core business. The company should invest in research and development to determine how it can manage the shift without incurring losses. For example, investing in new energy fields, such as renewable energy can be a great solution to this risk. The global market for oil and gas has also been reducing due to the increased exploration and discovery activities across the world. Therefore, this poses a risk to the company's global market share. The political conditions in the Gulf Region and the larger Middle East also influence Saudi Aramco's activities and operations. The company has been the victim of a drone attack related to war and terrorism in the region. The lack of political stability in the region can affect Saudi Aramco's functioning and activities. The company's success and functioning are highly dependent on political stability.

Organizational Marketing Strategy

Marketing is a key foundation for the success of any business or company. Saudi Aramco has effectively used marketing to promote its activities, products, and grow the brand. The use of effective advertising approaches and strategies has been integral in the organization remaining competitive and leading in the global oil and gas sector. One of the company's successful marketing techniques is market segmentation. Saudi Aramco understands that it serves different customers and regions with its different products and services. The use of market segmentation has been effective in identifying the specific needs for each geographic market. The information gathered is used in creating promotional approaches that fit the specific needs of the region or location. The process also involves investigating the detailed expectations, needs, and desires of the targeted customers. The technique has been very beneficial in ensuring that the company is aware of the right marketing methods to use. For example, identifying the areas that require more investments and marketing campaigns to reach and connect with the target clients.

High quality and innovation are other marketing approaches applied by Saudi Aramco. The company places a high priority on the quality of the products and services sold to customers. The organization uses its vast resources to ensure that it does not compromise on the quality of products and services. The technique is effective because it has allowed Saudi Aramco to have a reputation for quality offerings. The marketing approach is also self-sufficient, since the products are able to promote themselves to the clients and differentiate from the competition. Investments in research and development and innovation are the main reason behind the high-quality products and services. Saudi Aramco also prioritizes innovation as a key marketing technique. The company is always looking for innovative ways of selling their products and connecting with customers. The high dependence on technological advancements and innovations is evident through the company's over 100 patents (Alexander, 2018). The organization also takes advantage of its brand presence and positioning in the Saudi Arabian and global energy sectors. Its strong brand awareness makes marketing efforts a bit simpler compared to some of the competitors that lack regional or global recognition. The combination of these techniques has been very integral in Saudi Aramco effectively advertising its products and services to different clients.

Organizational Competitive Strategy

Saudi Aramco has numerous factors that contribute to its overall competitiveness. First, the company has a reliable and effective management team. The growth experienced over the years is majorly attributable to the measures taken by the management. The support from the Saudi Arabian administration since the company's founding has been very instrumental (Alexander, 2018). The government has allowed the company to grow further and have very little competition. The outcome has been the formation of a strong brand presence and positioning in the global oil and gas industries. The brand awareness has aided Saudi Aramco in experiencing high competitiveness in the region and globally. Another

competitive strategy applied by the firm is related to the size of its operations. The company has large scale operations and activities due to the access to massive hydrocarbon resources. Over the years and decades, the company has used this access to grow its production volumes. The access to the largest oil reserves in the world is also another main advantage. This allows the company to scale up its operations and cater to a very large global market. The combination of the different elements has been integral in the organization developing its competitive strategy and staying ahead of the competition.

Job History

Internship programs are a necessary career path or process for all higher education students. I was lucky enough to intern at Saudi Aramco and it changed my perspective on a lot of things. The internship program was in the university relation division, which is mainly tasked with hosting university programs. The unit hosts masters' programs in Saudi Arabia as a way of saving money. The job also included dealing with contracts between universities. Each week had a different experience, which meant varying challenges, opportunities, and lessons.

The first week was easy and I was able to slowly find my place within the internship position. Initially, I was bit anxious because I was unaware of how the internship experience would be. The first day started with an introduction with my supervisor, Haifa A. Sayid and her explaining the department's responsibilities, as well as their recruitment methods. I received a tour of the working environment and I was able to see the buildings and meet some staff. The first day made me feel comfortable and welcome, plus I had a temporary cubical before finding a permanent one. However, the following day was not as smooth because I lacked security clearance because my personal information had not been updated. It was relatively an easy issue to solve and my supervisor was very helpful. On day four, I was tasked with creating a forecast of the master's programs from other departments for the next

three years. I was supposed to combine the information into a single report and use Microsoft Excel to do the analysis. I was open with her that my Microsoft Excel skills were limited and she assured me that I can ask her any questions I had, which was quite comforting.

The second and third weeks were also better because I had started getting used to the working environment. On week 2, I continued working on the assigned tasks and had my first meeting. Even though it was virtual, I was very excited. The second meeting involved going to the supervisor's office to discuss my individual development plan (IDP). The discussion revolved around the areas that I will cover during my program and I felt that it aided in providing a proper guideline. The identified areas were scoping through activities such as shortlisting university students, screening selected applicant files, updating department data, and administering active hosted programs attendees and students. The guideline was a bit shocking because it seemed like a lot of work, but it was still exciting knowing that the internship experience would be fruitful. I was also given a new task of improving the survey after the completion of the specific program. I was also excited to know that I would be hosting the launching ceremony.

Week 4, 5, and 6 included an advancement of the roles within my individual development plan. The fourth week started with discussing a new master's program launching ceremony. I also communicated with team members and checked if they required any assistance with tasks. On week 5, we only worked on Monday because of Eid celebrations. However, week 6 was a bit busy and quite fulfilling. Each day was packed with numerous activities and I found myself juggling between three or more roles.

Technical Expertise Analysis

The job included some technical responsibilities that varied in toughness. Using Microsoft Excel was one of the most technical duties I experienced. My knowledge and awareness of Microsoft Excel and its different functions is very low. Prior to the internship

program, I had only used Excel for very simple tasks. Therefore, I found it a bit challenging posting information on Excel and ensuring that everything was correct from the given sheets. However, I was able to make some adjustments based on a few tips I read online. I also asked a colleague to help me and guide me in the process, which was very beneficial. At the end of the day, I learnt that using Microsoft Excel is not very hard and that one only needs access to the right information a bit of expertise. I intend to enhance my Excel awareness and expertise because using the application is inevitable in my career path.

Evaluation of Internship Experience

The internship experience has presented increased opportunities to learn new skills and develop existing abilities. One of the skills that I studied in college and found myself using a lot was communication skills. I was unaware of the importance of effective communication abilities in the workplace until I started the internship program. Communicating and interacting with co-workers and superiors is a daily part of the job. Therefore, the failure by an individual to understand how to effectively exercise communication skills can present some shortcomings. I was able to execute what I had studied in college about communication through my interactions with my colleagues and supervisor. Luckily, I barely faced any challenges due to the lack of proper communication. The on-the-job training aided to better comprehension of the importance of listening and comprehending during interactions before responding. I believe that the ease in communication made it easier for me to undertake the different assigned duties and fail to experience numerous challenges.

The internship also resulted in the acquisition of some new abilities. Time management is a skill that we have studied numerous in college. However, I was shocked to learn that my time management abilities were very poor. Since this was the first time, I was working in a real employment position, I was quite unaware of the importance of time

management. The internship experience provided numerous opportunities to improve my time planning and scheduling of activities. I learnt that it is always important to be aware of the responsibilities that one has, whether it is short-term or long-term. The awareness and information about the urgency of the different duties also makes it easier for one to plan their time. I also learnt that time management is important in reducing distractions and increasing efficiency. I found that every time I managed my time well, I was able to finish my tasks early enough and have a productive working day. The new skills were very important in improving my overall awareness and effectiveness in the workplace. This is a technique that I want to improve and develop even further to reduce time wastage.

Summary of Findings and Recommendations

The internship experience also included some difficulties that I had not anticipated. One of the initial challenges that I encountered was due to using Microsoft Excel. My supervisor was very helpful in such areas where I faced challenges. On week 2, I also had some problems with the presentation that I gave during the training and development (T&D) meeting. However, the difficulties were proper learning stages that prepared me for the real working experience. The on-the-job learning gained during the internship was very important in revealing the real work environment and how one can handle tasks and issues on a day-to-day basis. The corporate culture at Saudi Aramco made the overall experience better.

Conclusion

Overall, the internship program and experience at Saudi Aramco presented increased opportunities and advantages. First, like all other internship programs, I was able to have a real experience of the working environment. I was able to test the information and skills that I have developed in my career learning processes so far. In some situations, it was easy, but in others, it was challenging. I was able to effectively apply and learn new communication and interaction skills. The experience also revealed the things that I need to work on before

completing my course. The information and awareness is very important because it gives me a guideline to follow for my career path. The company also offered a perfect learning and working environment and this was one of the main reasons why I preferred Saudi Aramco to any other company. The organization has a welcoming and warm organizational culture. The experience revealed the importance of having a proper company culture and the impacts on the performance levels of the workers. I will continue working on improving my skills and abilities to become a better and more qualified employee.



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