

Multifaceted Negotiation Skills in the Oil & Gas

Evade Contractual Pitfalls while Maximizing Your Business Expansions

Introduction

It is now more important than ever for professionals working in the oil and gas sectors to be aware of the rules and procedures that regulate their sector. Not only do lawyers need to be aware of the legal nuances influencing their sector, but geologists looking for new mining sites, engineers organising drill sites, and those in charge of drafting mining contracts also need to know this information. But being familiar with the black letter law is no longer sufficient; one also needs to have a practical grasp of how things work.

Delegates will learn the principles of international oil and gas contracts as well as negotiation tactics and methods that function in multicultural and international contexts during this training session on complex negotiation skills in the oil and gas industry. Additionally, delegates will learn how to work with solicitors to negotiate effectively and how to get the terms of the negotiations included in an international oil and gas agreement that is legally binding. You will get a grasp of the art of negotiating through the practical exercises.

The elements of "the deal," timing, tactics for taking the initiative in talks, games opponents play, successful and unsuccessful negotiations, and the dangers of positional bargaining will all be understood by the delegates. Delegates will be better prepared to negotiate profitably with governments and multinational corporations to get enforceable agreements with terms and conditions that are most advantageous to their business after completing this training programme.

This course offers a unique opportunity to quickly increase your understanding of the legal issues involved in various international scenarios and to improve your techniques and skills in drafting a variety of international contracts. It is specifically designed for professionals involved internationally in the oil and gas industry.

This training session on Course N Carry will emphasise:

- Different types of operational (instrumental) contracts in the upstream industry
- Strategies for negotiating and the counsel's involvement
- Dispute resolution procedures and creating a strong arbitration clause
- Comprehending sample service contracts
- Respect for international model contracts, such as AIPN

Objectives

After completing this training course on Multifaceted Negotiation Skills in the Oil & Gas, you will be able to:

- In-depth examination of important gas and oil contracts
- Strategies for negotiating and the counsel's involvement
- Examination of global model contracts for oil and gas
- Common sources of conflict and information about the framework and institutions of international dispute resolution, including how to negotiate arbitration agreements
- Issues and risks when negotiating contracts

Training Methodology

Through interactive sessions with role playing, case studies, discussion groups, and scenario building, as well as a simulation exercise of oil and gas contract negotiation involving interactive role playing by the participants, this interactive training course will give participants the perfect opportunity to hone and sharpen their skill sets in planning, negotiating, and managing oil and gas contracts. The interactive role play aims to provide participants with the opportunity to utilise the acquired knowledge and comprehension from the session to effectively negotiate oil and gas contracts. Participants will learn useful tips for controlling the risks and increasing the profits from this.

Organizational impacts

This Multifaceted Negotiation Skills in the Oil & Gas training course is designed for professionals working in the oil and gas industry both domestically and abroad. It provides a rare chance to quickly gain a deeper understanding of the legal issues related to oil and gas contracts as well as to enhance your negotiation strategies and contract drafting abilities.

As a result, our training programme will help your company by:

- Acquiring experience and enhancing the skills and abilities of those working on oil and gas contracts
- Understanding and contrasting model gas and oil contracts from major oil-producing nations with your own experience to determine the most effective contract tactics
- Recognise the risk factors associated with oil and gas contracts and learn how to reduce them before they have an impact on revenues and profitability.
- Increasing internal ability to control important contractual risks
- Improved handling of accusations and disagreements and steer clear of combative methods
- Developing Personnel Contract Negotiation Skills

Personal Impact

Participating in this training session on complex negotiation skills in the oil and gas industry will benefit attendees because:

- An exceptional chance to quickly deepen your comprehension of the legal concerns related to oil and gas contracts
- Enhancing your ability to write a range of relevant contracts and your negotiation strategies
- Controlling and reducing the risks connected to contracts for oil and gas
- Ensuring efficient management of contracts
- Selecting the best dispute resolution method
- Increasing your confidence in negotiating and handling claims and conflicts

Who should attend?

Though a wide range of professionals can benefit from this training, the following will be especially noted:

- Managers of business development and commercial operations in domestic and foreign oil and gas firms who wish to enhance their abilities in negotiating contracts and enhancing their overall commercial performance
- Legal counsel for parties negotiating or renegotiating contracts involving oil and gas
- Legislators, regulators, and officials of the government who want to learn more about oil and gas contracts
- Risk and insurance managers trying to lower their companies' contractual and legal hazards
- Academics, professionals, and executives wishing to focus on or expand their knowledge of oil and gas contracts

Course Outline

Day 1

Contract law and the legal framework

- The legal system, which includes legal sources
- Essential Components of a Contract That Can Be Lawfully Enforced
- English Contract Law: Formation of Contracts and Terms and Conditions of Contracts
- Legal Terms and Jargon Definition
- Interpretation of Contract Terms and Rescission under English Contract Law
- Liquidated damages that are compensatory, consequential, and incidental
- Particular Achievement
- Relief by Injunction
- The Global Oil and Gas Industry and Its Principal Players
- Terminologies and Overview of the Oil Sector

Day 2

Essentials of Contracts for Oil and Gas

- Nature of Oil and Gas Ownership: Sovereignty over Natural Resources and the Law of the Sea
 - Evolution of Financial and Contractual Structures in the Oil and Gas Industry
 - Organisation Used to Control the Oil and Gas Sector
 - Development of Infrastructure
 - Boundary Conflicts
 - Law of the Host Nation
 - Features of Contracts for Oil and Gas
 - The Commercial Facts of the Oil and Gas Industry
 - Drafting and Draughtsmanship
 - Essential Legal Precepts
 - Language and Cultural Barriers
 - Essential Legal Precepts
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- The Crucial Elements of Bargaining
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- Negotiation Types
 - Matters Up for Discussion
 - The Process of Negotiation
 - Approach, Plan, and Execution
 - Argument's Role in Persuasion

Day 3

Consent with Owners of Resources I

- Leases
- Service Contracts
- Sales and Licencing
- **Co-Ventures' Agreements (JOA)**
- Agreement on Joint Bidding (AJB)
- Agreement on Mutual Interest in an Area (AMI)
- Agreement for Joint Operation (AJO)
- Agreements for Unit Operations (AUO)

Day 4

Contracts with Suppliers and Contractors, as well as the Agreement with Resource Holders II

- **Agreements for Production Sharing (APS)**
- Important Features of Production-Sharing Contracts
- Identifying a PSC's Structure Style
- Comparing Different Model PSCs
- Contracts with Contractors and Suppliers
- Contract Standardisation
- Contracts for International Services
- **Model Contracts: LOGIC Standard Contracts**
- Examining the Principal LOGIC Contractual Clauses
- Using Force Majeure Clauses Effectively to Reduce Risk
- Recognise the Risks and Goals This Clause Is Designed to Reduce
- Refusing to Use Common Force Major Disaster Risks
- Take precautions to prevent misuse and abuse of this clause.
- The Procedures and Drafting Advice for Using Force Majeure Rights

Day 5

Oil and Gas Contracts: International Arbitration as a Dispute Resolution Option

- Resolution of Conflicts in the Oil and Gas Industry
- Avoiding Expensive Litigation by Using ADR Effectively
- Dispute Resolution Vehicle Types
- Evaluating the Options for Litigation vs. Arbitration
- Considerations for Mediation
- Factors to Take Into Account When Choosing Reputable Arbitrators and Mediators
- Choosing Arbitration and Mediation Procedure Rules
- Creating a Successful Dispute Settlement Clause