Training Course on Host Government Relations and Local Content Development in the Oil and Gas Sector

Professional Development Training Course Outline

Category	Oil and Gas	**Duration**	10 Days
Base Fee	$3,000 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

The global oil and gas (O&G) sector is increasingly influenced by evolving regulations, local stakeholder engagement, and sustainable development mandates. With the growing emphasis on social license to operate, governments are strengthening local content laws to promote domestic economic participation and job creation. This course offers a strategic and in-depth understanding of Host Government Relations (HGR) and Local Content Development (LCD) within the O&G industry, equipping professionals to effectively align corporate strategies with national priorities.

In today's ESG-driven energy landscape, companies must build strong relationships with host governments while navigating complex political, legal, and regulatory frameworks. Training Course on Host Government Relations & Local Content Development in the Oil & Gas (O&G) Sector blends cutting-edge strategies, policy insights, and real-world case studies to help participants master critical aspects of stakeholder management, compliance, capacity building, and sustainable local supply chain integration—all essential for project success and long-term value creation.

Programme Curriculum

Training Course on Host Government Relations & Local Content Development in the Oil & Gas (O&G) Sector

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Course Objectives

1. Understand the dynamics of host government engagement in the O&G sector.
2. Master the fundamentals of local content compliance and policy frameworks.
3. Identify best practices for local supplier and workforce development.
4. Analyze the role of corporate social responsibility (CSR) in host communities.
5. Assess key strategies for stakeholder and community engagement.
6. Explore legal and fiscal terms related to host government agreements.
7. Learn how to manage regulatory risks and governance challenges.
8. Develop effective public-private partnership (PPP) strategies.
9. Apply data-driven tools to monitor local content performance metrics.
10. Examine real-life case studies on national content strategies.
11. Foster inter-agency collaboration and policy alignment.
12. Design a roadmap for sustainable local economic participation.
13. Implement capacity-building initiatives aligned with international standards.

Target Audiences

1. Government Relations Officers
2. Local Content Managers
3. Corporate Affairs Professionals
4. Regulatory Compliance Officers
5. Project Managers in Oil & Gas
6. Public Policy Analysts
7. Supply Chain and Procurement Managers
8. Community Development Specialists

Course Duration: 10 days

Course Modules

Module 1: Introduction to Host Government Relations in O&G

- Overview of host government interaction models

- Key legal and policy considerations
- Importance of political economy in O&G
- Strategic alignment with national objectives
- Role of diplomacy and negotiation
- **Case Study**: ExxonMobil's engagement strategy in Guyana

Module 2: Foundations of Local Content Development

- Definition and scope of local content
- Legal frameworks and compliance
- Local content in upstream and downstream sectors
- Economic rationale and stakeholder expectations
- International standards and benchmarks
- **Case Study**: Nigeria's Local Content Act (2010)

Module 3: Legal and Fiscal Aspects of Government Agreements

- Production sharing and joint venture agreements
- Taxation and royalty systems
- Stabilization clauses and arbitration
- Fiscal regime design and transparency
- Policy implications on project viability
- **Case Study**: Mozambique LNG fiscal terms and investor concerns

Module 4: Policy Frameworks and National Development Goals

- Linking energy policy to national priorities
- Role of ministries and regulatory bodies
- National Content Development Plans (NCDPs)
- Policy harmonization across government agencies
- Monitoring and evaluation tools
- **Case Study**: Ghana's Petroleum Commission approach

Module 5: Stakeholder Mapping and Engagement Strategies

- Identifying key government and community actors
- Building trust and long-term relationships
- Tools for participatory stakeholder engagement
- Conflict-sensitive project planning
- Communicating shared value
- **Case Study**: Shell's stakeholder engagement in the Niger Delta

Module 6: Developing Local Suppliers and SMEs

- Supplier capability assessments
- Building local procurement systems
- Access to finance and market entry

- Quality and certification compliance
- Technology transfer mechanisms
- **Case Study**: Angola’s SME empowerment programs

Module 7: Workforce Development and Capacity Building

- Skills gap analysis and labor planning
- Training program design
- Technical and vocational education partnerships
- Internship and apprenticeship models
- Women and youth inclusion strategies
- **Case Study**: Brazil’s SENAI training collaboration with Petrobras

Module 8: Monitoring and Evaluation of Local Content

- KPIs and local content scorecards
- Auditing and performance reviews
- Technology tools for real-time tracking
- Reporting to regulators and stakeholders
- Transparency and accountability standards
- **Case Study**: Kazakhstan’s local content dashboard system

Module 9: Regulatory Compliance and Risk Management

- Compliance auditing tools
- Identifying and mitigating legal risks
- Interface between corporate and government audits
- Managing political and regulatory shifts
- Crisis communication planning
- **Case Study**: TotalEnergies' regulatory navigation in Uganda

Module 10: Public-Private Partnerships for Local Development

- PPP models in the energy sector
- Structuring win-win agreements
- Role of host governments in infrastructure delivery
- Blended finance and donor funding
- Performance-based contracting
- **Case Study**: East Africa Crude Oil Pipeline PPP structure

Module 11: Corporate Social Responsibility (CSR) and ESG

- Linking CSR to government expectations
- Social investment strategies
- ESG reporting in host relations
- Environmental stewardship and community health
- Multi-stakeholder partnerships for CSR delivery

- **Case Study**: Chevron’s ESG approach in Angola

Module 12: Community Relations and Indigenous Rights

- Understanding land tenure and cultural context
- Free, Prior and Informed Consent (FPIC)
- Indigenous participation in project lifecycle
- Grievance mechanisms and mediation
- Local conflict resolution techniques
- **Case Study**: Canada’s O&G projects and Indigenous engagement

Module 13: Technology and Innovation for Local Content

- Digital platforms for supplier development
- E-governance tools for content tracking
- Industry 4.0 and workforce readiness
- Blockchain for transparency in procurement
- AI-driven policy analytics
- **Case Study**: Saudi Aramco’s digital local content platform

Module 14: Strategic Communication and Government Relations

- Narrative shaping and media strategy
- Lobbying and advocacy best practices
- Communicating project benefits to government
- Managing misinformation and disinformation
- Political economy and reputational risk
- **Case Study**: BP’s communication strategy in Azerbaijan

Module 15: Designing a Local Content Strategy

- Organizational roles and governance structure
- Integration with business development and HR
- Roadmap for compliance and innovation
- Budgeting and resource allocation
- Stakeholder validation and feedback
- **Case Study**: Tullow Oil’s comprehensive local content strategy

Training Methodology

- Instructor-led interactive sessions
- Group exercises and simulation activities
- In-depth case study analyses
- Role-play and real-life scenario planning
- Customized toolkits and templates
- Post-training assessment and certification

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	04 Dec 2026	Online	$2,000
23 Nov 2026	04 Dec 2026	Physical	$3,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$12,000
23 Nov 2026	04 Dec 2026	Physical	$9,000
23 Nov 2026	04 Dec 2026	Physical	$12,000

Start Date	End Date	Location	Price
23 Nov 2026	04 Dec 2026	Physical	$12,000

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com