Training Course on Oil and Gas Contracts and Commercial Negotiations

Professional Development Training Course Outline

Category	Oil and Gas	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

The global oil and gas industry continues to evolve with increased complexity in contractual obligations, regulatory frameworks, and high-stakes commercial negotiations. Understanding and mastering oil & gas contracts and negotiation strategies is crucial for professionals who aim to navigate volatile markets, mitigate risks, and secure sustainable business deals. Training Course on Oil & Gas Contracts & Commercial Negotiations on Oil & Gas Contracts & Commercial Negotiations is tailored to equip professionals with practical knowledge and skills that drive commercial success while adhering to legal and regulatory standards.

This intensive, hands-on course integrates real-world case studies, industry best practices, and cutting-edge negotiation tactics to prepare attendees for the dynamic demands of the oil and gas sector. It is designed for legal advisors, contract managers, procurement officers, and executives seeking to enhance their capabilities in contract drafting, risk allocation, cost recovery, dispute resolution, and joint venture agreements. Whether upstream, midstream, or downstream, this course is your key to achieving strategic advantage through robust contractual and commercial frameworks.

Programme Curriculum

Training Course on Oil & Gas Contracts & Commercial Negotiations

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Course Objectives

1. Understand the structure and types of oil & gas contracts (E&P, PSC, JOA).
2. Analyze risk allocation in upstream and downstream contracts.
3. Master key clauses in hydrocarbon and LNG agreements.
4. Develop negotiation strategies for high-value energy projects.
5. Identify critical legal principles in cross-border contracts.
6. Improve drafting skills for joint venture and farm-in/farm-out agreements.
7. Evaluate regulatory and compliance issues in global oil markets.
8. Interpret fiscal terms and cost recovery mechanisms.
9. Learn best practices in contract performance management.
10. Mitigate disputes through arbitration and mediation in energy contracts.
11. Conduct due diligence in mergers and acquisitions in the oil sector.
12. Examine ESG considerations in oil & gas negotiations.
13. Enhance stakeholder engagement during complex contract negotiations.

Target Audience

1. Contract Managers
2. Legal Counsel in Energy Sector
3. Procurement Officers
4. Business Development Executives
5. Commercial Managers in Oil & Gas
6. Government Regulators
7. Risk and Compliance Officers
8. Energy Consultants

Course Duration: 5 days

Course Modules

Module 1: Fundamentals of Oil & Gas Contracts

- Overview of upstream, midstream, and downstream contracts
- Types of petroleum agreements (PSC, JOA, Concessions)
- Contract lifecycle management
- Essential legal frameworks in energy law
- Key players and stakeholders
- **Case Study:** Analyzing a Production Sharing Contract in Nigeria

Module 2: Contract Drafting and Interpretation

- Key clauses in oil & gas contracts (termination, indemnity, warranties)
- Drafting techniques and legal precision
- Avoiding ambiguity in multi-jurisdictional contracts
- Understanding force majeure and liability caps
- Tailoring contracts to local legal systems
- **Case Study:** Dissecting an LNG Supply Agreement in Qatar

Module 3: Commercial Negotiation Strategies

- Negotiation planning and tactics in energy deals
- Cross-cultural negotiation challenges
- Win-win vs. zero-sum negotiation models
- Role of BATNA in commercial deals
- Integrating legal and commercial teams
- **Case Study:** Joint Venture Negotiation between ExxonMobil and Petrobras

Module 4: Risk Management in Oil & Gas Contracts

- Identifying and allocating risks (technical, legal, financial)
- Insurance and indemnity clauses
- Mitigating currency and political risks
- Structuring warranties and representations
- Limitation of liability and exclusions
- **Case Study:** Risk Allocation in a Deepwater Drilling Contract

Module 5: Dispute Resolution and Arbitration

- Common disputes in oil & gas contracts
- International arbitration institutions (ICC, ICSID, LCIA)
- Mediation vs. litigation in energy disputes
- Drafting effective dispute resolution clauses
- Enforcement of arbitral awards
- **Case Study:** Arbitration between Chevron and Ecuadorian Government

Module 6: Joint Ventures and Farm-In/Farm-Out Agreements

- Structuring joint operating agreements (JOA)
- Roles and responsibilities of partners

- Equity participation and carried interests
- Exit strategies and pre-emption rights
- Government approvals and local content laws
- **Case Study:** Farm-in Agreement Analysis: Total & Tullow in Uganda

Module 7: Fiscal Terms, Royalties & Cost Recovery

- Fiscal regimes: royalty/tax vs. PSC models
- Revenue sharing and profit oil calculations
- Cost recovery principles and caps
- Economic modeling of field development
- Tax optimization strategies
- **Case Study:** Fiscal Analysis of an Offshore Angola Block

Module 8: ESG, Sustainability & Regulatory Compliance

- Integrating ESG into contractual obligations
- Environmental risk assessments in contracts
- Stakeholder engagement strategies
- Compliance with anti-corruption laws (FCPA, UK Bribery Act)
- Monitoring and reporting sustainability performance
- **Case Study:** Shell's ESG Contractual Approach in the Niger Delta

Training Methodology

- Interactive lectures with real-world contract samples
- Group discussions and scenario-based exercises
- Role-playing commercial negotiation simulations
- Guided contract drafting workshops
- Case study analysis with instructor-led debriefings
- Q&A and peer collaboration sessions

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	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

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

Register Online Now

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