



Understanding and Negotiating International Oil and Gas Contracts

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Introduction:

The accelerated pace of change in the oil and gas industry make this one of the world's most challenging and complex sectors in which to understand, draft and negotiate contracts.

BTS developed this 5-day program to focus on current best practice and developments in the oil and gas industry. It will serve as either a comprehensive introduction for newcomers or a useful update/refresher for those with experience in the industry.

- PART ONE deals with the different types of agreements that are in common use. The expert speakers will guide participants through the various contracts focusing on understanding the key issues together with drafting techniques.
- PART TWO takes a closer look at general contract terms – terms which are common to all types of agreements and have an enormous impact.
- PART THREE focuses on negotiation skills with specific reference to and case studies based on oil and gas industry contracts.

Who should attend?

In-house lawyers, procurement managers, contract managers, contract analysts, contract engineers representing international petroleum companies, contractors and sub-contractors to the petroleum industry together with host governments.

Personal Impact

After attending this course, delegates will be better equipped to negotiate profitably with international companies and governments in order to enforceable agreements that contain terms and conditions most productive for their company.

This training course is specifically designed for professionals involved internationally in the oil and gas industry, it offers a unique opportunity to rapidly 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.

Organizational Impact

The Organization will have:

- Key players in the international oil and gas industry
- Negotiation techniques and the role of counsel
- Explanation and analysis of key provisions in international oil and gas contracts
- Principal standard form contracts used in the industry including the North Sea LOGIC/CRINE and the International Petroleum Negotiators (AIPN) standard form contracts
- International dispute resolution framework and institutions: challenges unique to the oil and gas industry
- Key legal contractual risk management issues
- In an optional one day course, 'Introduction to Key English Contract Law Principles'

Methodology

Participants will gain greater knowledge through presentations by an experienced international practitioner designed to both educate and challenge. Extensive use will be made of case studies and real examples of contracts and projects. Open and instructive group discussions will also be facilitated encouraging delegates to raise questions, and share their own experiences.

Course Outline:

PART I – Understanding and drafting different types of upstream oil and gas agreements

- Introduction and overview of industry
- Introduction to the different types of upstream oil and gas agreements
- Synthetic acquisition structures
- Licensing agreements
- Offshore rig hire agreements
- EPC contracts and risk based contracting

PART II – General contract terms and risk allocation

- General obligations of the contractor and the company

PART II – General contract terms and risk allocation (continued)

- Host Government rights and obligations
- Understanding contractual liabilities
- PRACTICAL WORKSHOP – Drafting contractual guarantees and bonds
- Indemnity and hold harmless clauses

- Exclusion clauses in the offshore industry
- Termination clauses and disputes
- International bribery legislation and its impact on oil and gas contracts

Part III – Negotiation skills

- The rise and rise of the negotiator
- Practical exercise: Negotiate and succeed
- Structure for control
- Personal style and negotiation
- Practical exercise: Moving into engagement
- Influencing and persuasion