



Successful Petroleum Contract Negotiations

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Procurement

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Successful Petroleum Contract Negotiations

Introduction:

Contracts are absolutely essential in the petroleum industry, and poor contract negotiations can result in many unnecessary and costly problems. When engaged in contract negotiations of all types and value, your skill as a contract negotiator may not only prevent losses and increase gains for you and your organization, but it can also establish the foundation for long and mutually fruitful relationships. This course offers you the key strategies and techniques to appreciably enhance your ability to negotiate better contracts and to better negotiate solutions to the inevitable conflict and (often) disputes that can arise in the post-award contracts environment. This course is designed with leading contract industry knowledge and practical contract negotiation case studies discussion and analysis to provide you with an interactive learning environment.

Who should attend?

Contracts, Purchasing, and Project Personnel, Engineering, Operational, and Maintenance Personnel, Project and Contracts Management Professionals, Tendering, Purchasing, Contract Administration Professionals and Personnel, Engineering, Operational, Finance, Maintenance Professionals, Managers and executives in the procurement, finance, legal, risk and supplier relations department, Business Managers, Commercial staff, Project Engineers, Procurement staff, Legal staff, Contracts analysts & Officers, Contract Leaders & Engineers, Cost & Planning Engineers, Contract Administrators, Contracting Unit Supervisors, Contract Strategists, Project Managers, General Managers involved in contract negotiation and disputes, Commercial

Managers, Buyers, Purchasing Managers, Tenders Managers, Supply Chain Managers & Executives, Procurement Managers & Personnel, Construction Managers.

Course Objectives:

By the end of this course, delegates will be able to:

- Increase profits through well-planned and well-executed collaborative negotiations
- Minimize conflict and deadlocks by providing participants with the skills necessary to handle win-win negotiations
- Coordinate the process of negotiation and documentation within the organization
- Be more secure as negotiators, through successful practice and extensive feedback
- Develop a common negotiation language in order to strengthen communication during the negotiation process

Course Outline:

Best Practices in Contract Negotiation

- Leading tactics that result in mutual benefits
- Planning for the negotiation - best practices in strategy development
- Leading practices in communication and change management related to negotiations
- Renegotiation trends
- The practices to avoid

Addressing Risk and Reliability Related to Oil and Gas Contracts

- Negotiating Risk Out of a Contract
- Negotiating Risk Allocation
- Negotiating Reliability
- Negotiating Across Culture and Country Specific Laws

Understanding & Managing Negotiation Issues and Terms Unique to:

- Petroleum Services Contracts - Negotiation issues
- Construction Contracts - Negotiation issues
- Production Sharing Contracts - Negotiation issues
- Gas Transportation Contracts - Negotiation issues
- E&P Contracts - Negotiation issues
- Purchasing Contracts - Negotiation issues
- Fabrication Contracts - Negotiation issues
- Drilling Contracts - Negotiation issues

Negotiating Terms and Conditions

- Indemnity and Insurance
- Limitation of Liability
- Warranties and Remedies
- Local Content and Cross Border Issues
- Acceptance Tests and Payment

Negotiating SOW's

SLA's & KPI's