



Effective Government Relations for the Oil & Gas Sector

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Course Summary:

This **BTS** training course on Effective Government Relations for the Oil & Gas Sector will provide participants with a thorough understanding of the government relations function within the oil and gas sector. Participants will gain an understanding of the business value that a strategic approach to government relations can deliver at all stages of the oil and gas investment cycle: *exploration and production, transportation, trading, processing and distribution.*

This BTS training course will provide insight into the role government relations plays in winning new business, building and reinforcing a strong reputation, supporting operations, managing change and resolving disputes.

This BTS training course will highlight:

- Political risk analysis and mitigation
- License to operate
- Stakeholder mapping
- New country entry
- Advocacy and lobbying

Program Benefits:

The objectives of this BTS training course are:

- In-depth knowledge of how to use a strategic approach to government relations to create value for your business
- In-depth insight into how to analyse and mitigate political risks facing your business
- The ability to develop and implement a fit for purpose government relations strategy to support your business needs
- Knowledge of a wide range of tools and tactics to use to improve your ability to manage relations with government in a wide variety of situations
- Insight into how to create synergies between the government relations function and other functions such as Project Management, Operations, Finance, Legal and Public Relations

Training Method:

This BTS training course on Effective Government Relations for the Oil & Gas Sector will utilize a variety of proven adult learning techniques to ensure maximum understanding, comprehension and retention of the information presented. The daily workshops will be highly interactive and participative.

This BTS training course will be based on interactive exercises and case studies drawn from a wide range of countries and situations. One day of the course will be dedicated to a practical business game based on a realistic scenario.

Organizational Impact:

The company will benefit in the following ways:

- Enhance awareness of best practices in government relations
- Improve the ability to analyze and mitigate political risk
- Improve the organization's capability for designing and implementing effective government relations strategies
- Improve the organization's capability to map and understand its stakeholders
- Improve ability to advocate for win-win solutions

Personal Impact:

The personal benefits to be derived from attending this BTS training programme include the following:

- Enhance capability of the trainee to use a wide range of government relations tools and strategies
- Increase knowledge of global trends in government relations
- Increase the knowledge of different approaches to analyzing and mitigating political risk
- Increase the skill to implement government relations strategies
- Enhance the capabilities of attendees to build and maintain a license to operate

Who Should Attend?

This BTS training course is suitable to a wide range of professionals who are interested in learning about government relations for the oil and gas sector:

- Government Relations Managers
- Political Risk Analysts
- Corporate Affairs Managers
- External Relations Managers
- Corporate Social Responsibility Managers
- Public Relations Professionals
- Country Managers
- Asset Managers
- Project Managers
- Operations Managers
- New Venture Managers
- Business Development Managers
- Finance and Tax Professionals
- Lawyers
- Risk Managers

Course Outline:

DAY 1

What is Effective Government Relations?

- The Business Case for Government Relations
- Discussion: How important is government to your business?

Ethics and Principles

- How to conduct Government Relations with integrity?
- Legal Aspects

- Reputation Risk
- Trends

DAY 2

Strategic Planning

- Introduction to Political Risk
- Stakeholders: Agendas and Drivers
- Political Risk Analysis Tools
- Global Issues and Trends
- Strategies for Mitigating Political Risk

DAY 3

New Opportunities

- New Country Entry
- Expanding Existing Operations
- Mergers and Acquisition

Build and Strengthen Reputation

- Stakeholder Mapping
- The License to Operate: Sustainable Relations with Governments and Communities
- Gaining and Maintaining a License to Operate

Managing Change

- Advocacy and Lobbying
- Understanding Government Stakeholder Agendas and Drivers
- Building a Case for Change

Resolving Disputes

- Business Diplomacy
- Resolving Disputes with Government, Local Communities and other Stakeholders
- Conducting Due Diligence
- Creating Win-Win Solutions

DAY 4

Strategies and Plans

- Elements of a Government Relations Strategy^[L]_[SEP]
- Implementation^[L]_[SEP]
- Monitoring Results and Assessing Performance^[L]_[SEP]

Tools and Tactics

- High Level Engagement
- Engaging in the Policy Debate^[L]_[SEP]
- Joining Forces with Others^[L]_[SEP]
- When Things Go Wrong^[L]_[SEP]

Synergy with other Functions

- Tax^[L]_[SEP]- Role of Media including Social Media
- Role of Corporate Social Responsibility
- Public Relations^[L]_[SEP]

Organization

- Where does Government Relations fit in the company's org chart?
- What does a fit-for-purpose Government Relations department look like?
- Skills and Experience of Government Relations Managers

DAY 5

This day will allow attendees to bring their Government Relations expertise to bear on a realistic scenario. Attendees will have the opportunity to put into practice a range of Government Relations strategies and tools. They will be able to experience the impact of these in a fictional but realistic scenario.

Session 1

- Introducing the Scenario
- Risk Analysis
- Stakeholder Mapping

- Government Relations Strategy

Session 2

- Building the License to Operate
- Implementing the Strategy
- Managing Expectations
- Alignment with the Government
- First Signs of Trouble

Session 3

- Political Instability
- Strikes and Protests
- New Opportunities
- New Partnerships

Session 4

- Defending the License to Operate
- Long Term Outlook
- Divestment or Staying-on?
- Lessons Learned and Conclusions