MAWA EVENTS

Address: No. 857, Block A2. Leisure Commerce Square - No 9., 46150 Petaling Jaya, Selangor, Malaysia

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OIL AND GAS CONTRACTS MANAGEMENT

""Mastering Contract Negotiations and Risk Management in the Oil and Gas Industry""

Schedule

Date	Venue	Fees (Face-to-Face)
20 – 24 Apr 2026	London, UK	USD 3495 per delegate

► **Available delivery methods:** Face-to-Face & Online Training

Introduction

The oil and gas industry involves complex contractual agreements that require expert negotiation, management, and risk mitigation skills. This 5-day course is designed for professionals involved in the preparation, negotiation, and management of contracts within the oil and gas sector. Participants will gain a deep understanding of contract structures, risk management, and the legal frameworks that govern oil and gas projects.

This course combines theoretical knowledge with practical insights into managing oil and gas contracts, including procurement, joint ventures, and production sharing agreements. By the end of the training, participants will be equipped with the skills to manage contracts effectively, reduce risks, and ensure successful project execution.

Objectives

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

- Understand the key elements of oil and gas contracts, including types and structures.
- Identify and manage the risks associated with oil and gas contracts.
- Develop negotiation strategies for contracting in the oil and gas industry.
- Apply best practices in drafting and managing oil and gas agreements.
- Understand and navigate the legal frameworks and regulatory environment affecting oil and gas contracts.
- Implement risk mitigation strategies to ensure the success of contracts and projects.

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Why Attend

- Gain a comprehensive understanding of oil and gas contract structures, terms, and conditions.
- Learn how to manage contractual risks effectively and minimize potential legal issues.
- Improve your negotiation skills to secure favorable terms for your organization.
- Understand how to draft and manage contracts that align with industry standards and regulations.
- Enhance your ability to handle complex projects involving joint ventures, production sharing agreements, and procurement contracts.
- Prepare for successful contract management in the rapidly evolving oil and gas sector.

Target Audience

This program is designed for:

- Contract managers and administrators in the oil and gas industry
- Legal professionals specializing in oil and gas contracts
- Procurement and supply chain professionals involved in contract management
- Project managers and engineers responsible for managing contracts in oil and gas projects
- Anyone seeking to improve their skills in managing and negotiating oil and gas contracts

Individual Benefits

Key competencies that will be developed include:

- Advanced knowledge of contract structures, terminology, and clauses specific to the oil and gas industry.
- Proficiency in managing contractual risks and understanding legal frameworks.
- Enhanced skills in negotiating favorable terms and conditions in oil and gas contracts.
- Ability to draft, review, and manage oil and gas contracts to ensure compliance and successful execution.
- Expertise in navigating industry-specific challenges and regulations in oil and gas contracting.

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved management of oil and gas contracts, reducing risks and ensuring successful project outcomes.
- Enhanced ability to negotiate and draft contracts that protect the organization’s interests.
- A greater understanding of industry standards and regulatory requirements, ensuring compliance.
- Increased efficiency in managing procurement, joint ventures, and production agreements.
- Stronger capacity to identify and mitigate potential contractual and project risks.

Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- Strategy Briefings – In-depth discussions on oil and gas contract types, legal frameworks, and best practices in contract management.
- Case Studies – Real-world examples of successful and challenging oil and gas contracts, highlighting key lessons learned.
- Workshops – Practical exercises focused on drafting, negotiating, and managing oil and gas contracts.
- Peer Exchange – Group discussions to share experiences and insights into effective contract management practices.
- Tools – Practical templates and tools for managing and negotiating oil and gas contracts.

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Course Outline

Training Hours: 7:30 AM – 3:30 PM Daily Format: 3–4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

Day 1: Introduction to Oil and Gas Contracts

- Module 1: Key Elements of Oil and Gas Contracts (07:30 – 09:30)
- Overview of oil and gas contracts: types and structures
- Key clauses and terminology in oil and gas contracts
- Differences between upstream, midstream, and downstream contracts
- Module 2: Contractual Relationships in Oil and Gas Projects (09:45 – 11:15)
- The role of joint ventures, production sharing agreements, and procurement contracts
- Managing relationships between contractors, suppliers, and subcontractors
- Understanding the roles of key stakeholders in oil and gas contracts
- Module 3: Legal and Regulatory Framework for Oil and Gas Contracts (11:30 – 01:00)
- Legal principles governing oil and gas contracts
- National and international regulations and compliance requirements
- Environmental and health & safety considerations in oil and gas contracts

Day 2: Negotiation Strategies and Risk Management

- Module 1: Risk Identification and Management in Oil and Gas Contracts (07:30 – 09:30)
- Identifying and assessing risks in oil and gas contracts
- Risk allocation and mitigation strategies
- Managing financial, operational, and legal risks in contracts
- Module 2: Contract Negotiation Strategies (09:45 – 11:15)
- Key negotiation techniques for oil and gas contracts
- How to balance commercial and legal considerations during negotiations
- Effective communication strategies for negotiating contracts
- Module 3: Contract Performance Management (11:30 – 01:00)
- Monitoring contract performance and compliance
- Managing contract variations and change orders
- Handling disputes and ensuring contract enforcement

Day 3: Drafting and Managing Oil and Gas Contracts

- Module 1: Best Practices in Contract Drafting (07:30 – 09:30)
- Principles of clear and concise contract drafting
- Essential clauses for oil and gas contracts: terms, conditions, indemnities, etc.
- Customizing contracts to meet project-specific requirements
- Module 2: Managing Oil and Gas Contracts Throughout Their Lifecycle (09:45 – 11:15)
- Contract initiation, execution, and closeout processes
- Ensuring compliance with contract terms and monitoring performance
- Techniques for contract amendment, renewal, and extension
- Module 3: Handling Disputes and Claims in Oil and Gas Contracts (11:30 – 01:00)
- Dispute resolution mechanisms in oil and gas contracts
- Understanding arbitration, mediation, and litigation processes
- Preventing and resolving contractual claims efficiently

Day 4: Advanced Topics in Oil and Gas Contract Management

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Module 1: International Oil and Gas Contracts (07:30 – 09:30)

- Key differences between domestic and international contracts
- Cross-border issues and considerations in oil and gas contracts
- International standards and conventions impacting oil and gas agreements
- Module 2: Performance Guarantees and Penalties (09:45 – 11:15)
- The role of performance guarantees and penalties in contracts
- Structuring performance guarantees to ensure compliance and delivery
- Managing penalties for delayed or unsatisfactory contract performance
- Module 3: Oil and Gas Contract Case Studies (11:30 – 01:00)
- Review of real-world oil and gas contract case studies
- Lessons learned from successful and challenging contracts
- Group discussion on key takeaways and practical applications

Day 5: Certification Review and Final Q&A

- Module 1: Recap of Key Concepts in Oil and Gas Contracts (07:30 – 09:30)
- Summary of key principles, negotiation techniques, and risk management strategies
- Final review of the oil and gas contract lifecycle and best practices
- Module 2: Final Q&A and Certification Exam Preparation (09:45 – 11:15)
- Review of certification exam content
- Final Q&A session for clarifications on key topics
- Module 3: Action Planning and Course Conclusion (11:30 – 01:00)
- Creating an action plan for implementing course learnings in your organization
- Final discussion on integrating best practices into your contract management processes

Certification

Upon completing the training course, participants will receive a Certificate of Completion in Oil and Gas Contracts Management, recognizing their ability to manage oil and gas contracts, mitigate risks, and ensure successful project delivery.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
- **Industry-Leading Faculty:** Courses delivered by seasoned professionals with hands-on experience.
- **Practical Insights:** Learn to turn theory into actionable strategies for real-world business impact.
- **Client-Focused Solutions:** Customized programs designed to achieve your organisation’s unique goals.

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