MAWA EVENTS

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

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NAVIGATING JOINT VENTURES AND COLLABORATIONS IN THE OIL AND GAS INDUSTRY

"Maximizing Strategic Value and Mitigating Risk in Energy Partnerships"

Schedule

Date	Venue	Fees (Face-to-Face)
11 – 15 May 2026	London, UK	USD 3495 per delegate

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

Introduction

Joint ventures (JVs) and strategic alliances are vital for oil and gas companies looking to manage exploration risks, pool resources, enter new markets, or comply with local content regulations. However, the complexity of these collaborations requires careful structuring, governance, and relationship management.

This intensive 5-day course equips participants with a deep understanding of the legal, commercial, financial, and operational aspects of joint ventures and partnerships in the oil and gas sector. Through case studies, simulations, and real-world frameworks, attendees will gain the tools to negotiate, structure, and manage JV agreements for long-term value creation.

Objectives

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

- Understand the strategic drivers and structures of JVs in oil and gas
- Evaluate legal, financial, and governance frameworks for collaborations
- Design shareholder and operating agreements to align with objectives
- Manage JV risks, conflicts, and compliance obligations effectively
- Navigate cross-cultural and multinational partnership dynamics

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Why Attend

- Gain clarity on how joint ventures operate in upstream, midstream, and downstream contexts
- Strengthen your ability to evaluate, negotiate, and manage JV agreements
- Enhance collaboration while protecting your organization’s interests
- Understand partner roles, rights, and decision-making mechanisms
- Learn from successful (and failed) oil and gas JV case studies

Target Audience

This program is designed for:

- JV managers, commercial and business development executives
- Legal, contracts, and corporate governance professionals
- Finance, audit, and compliance officers in the energy sector
- Operations and project managers involved in partnership execution
- Anyone managing or participating in cross-border collaborations

Individual Benefits

Key competencies that will be developed include:

- Joint venture structuring and evaluation skills
- Contract negotiation and legal document interpretation
- Stakeholder and relationship management across entities
- Risk mitigation and dispute resolution strategies
- Enhanced cross-functional collaboration in joint initiatives

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Stronger JV performance and partnership accountability
- Improved risk allocation and dispute prevention
- More strategic alignment across partner companies
- Better governance and decision-making within JV boards
- Enhanced compliance with legal, regulatory, and fiscal regimes

Instructional Methodology

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

- Industry Briefings – JV trends, models, and regulatory updates
- Case Studies – Successful and problematic oil & gas JVs
- Workshops – Drafting and interpreting JV documents
- Group Simulations – JV negotiations and board decision-making
- Tools & Templates – JV scorecards, risk maps, and term sheets

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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: Strategic Role of Joint Ventures in Oil & Gas

- Module 1: JV Fundamentals and Energy Sector Applications (07:30 – 09:30) • Why companies pursue JVs and partnerships • Differences between JV, alliance, consortium, and PSC structures • Types of oil & gas JVs (exploration, infrastructure, retail)
- Module 2: Strategic Partner Selection & Alignment (09:45 – 11:15) • Criteria for selecting JV partners • Cultural fit, resources, and long-term vision • Case: ExxonMobil, BP, Total partnerships
- Module 3: JV Models and Governance Structures (11:30 – 01:00) • Incorporated vs unincorporated JVs • Board roles, voting rights, and reserved matters • Decision-making frameworks
- Module 4: Workshop – Map a JV Structure (02:00 – 03:30) • Create a visual structure of a JV agreement

Day 2: Legal, Fiscal & Regulatory Considerations

- Module 5: Key JV Agreements and Legal Clauses (07:30 – 09:30) • JV agreements, shareholder agreements, and operating agreements • Exit clauses, exclusivity, profit-sharing • Governing law, dispute clauses, and liability limits
- Module 6: Fiscal Regimes and Local Content Compliance (09:45 – 11:15) • Taxation, royalties, profit oil, and cost oil structures • National content laws and compliance strategy
- Module 7: Anti-Bribery, Sanctions, and Compliance (11:30 – 01:00) • FCPA, UK Bribery Act, and trade restrictions • Building robust compliance programs in JVs
- Module 8: Workshop – Risk & Clause Analysis in JV Agreements (02:00 – 03:30) • Review and compare real JV clauses

Day 3: Financial, Commercial & Performance Management

- Module 9: JV Financial Planning and Contributions (07:30 – 09:30) • Capital contributions, financing structures • Cost recovery, OPEX/CAPEX sharing, cash calls
- Module 10: Performance Metrics and Profitability Analysis (09:45 – 11:15) • JV scorecards and KPI alignment • Value creation and strategic returns
- Module 11: Commercial Terms and Transfer Pricing (11:30 – 01:00) • Product sharing, tolling fees, and pricing models • Tax transparency and reporting requirements
- Module 12: Workshop – Financial Simulation of a JV (02:00 – 03:30) • Calculate cash flows and profit shares under sample JV terms

Day 4: Conflict, Governance & Relationship Management

- Module 13: JV Governance & Board Effectiveness (07:30 – 09:30) • Best practices in JV oversight • Director roles, reporting, and fiduciary duties
- Module 14: Managing Disputes & Exit Scenarios (09:45 – 11:15) • Deadlock, default, buy-out and arbitration options • Mediation, escalation protocols, and partnership repair
- Module 15: Cultural and Cross-Border Collaboration (11:30 – 01:00) • Working with NOCs and IOCs • Cultural intelligence in joint project environments
- Module 16: Simulation – JV Dispute & Negotiation Role-Play (02:00 – 03:30) • Group scenario on resolving governance conflict

Day 5: JV Execution, Optimization, and Future Trends

- Module 17: JV Execution and Operations Integration (07:30 – 09:30) • Day-to-day coordination, staffing, and integration • Information sharing and IT/ERP alignment
- Module 18: Digitalization, ESG & JV Transformation (09:45 – 11:15) • ESG compliance, decarbonization, and sustainable JV models • Digital tools for JV governance and reporting
- Module 19: Final Capstone Project – Design a JV Strategy (11:30 – 01:00) • Team-based project to structure a new JV in the sector
- Module 20: Wrap-Up & Certificate Presentation (02:00 – 03:30) • Course summary, Q&A, action planning • Certificate distribution and group reflection

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Certification

Participants will receive a Certificate of Completion in Navigating Joint Ventures and Collaborations in the Oil and Gas Industry, validating their ability to design, implement, and manage JV partnerships aligned with commercial success and legal compliance in complex global energy markets.

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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