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(NAVIGATING THE COMPLEX WORLD OF OIL AND GAS CONTRACTS)

"Mastering Legal, Commercial, and Risk Aspects of Oil and Gas Agreements"

Schedule

Date	Venue	Fees (Face-to-Face)
21 – 25 Sep 2026	Dubai, UAE	USD 3495 per delegate

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

Introduction

The oil and gas industry operates within one of the most complex contractual environments in the world. This intensive 5-day training course provides a deep dive into the full lifecycle of oil and gas contracts, from exploration and production agreements to joint ventures, service contracts, and LNG deals.

Participants will explore legal principles, commercial drivers, and risk allocation mechanisms that underpin upstream, midstream, and downstream contracting. Through real-world case studies and hands-on exercises, attendees will gain the ability to negotiate, draft, and manage contracts that reflect the realities of the global energy sector.

Objectives

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

- Understand the structure and types of oil and gas contracts across the value chain
- Analyze key clauses and identify risk allocation in typical agreements
- Apply international legal principles governing oil and gas transactions
- Negotiate contracts with a focus on commercial outcomes and dispute avoidance
- Align contractual frameworks with operational realities and project objectives

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Why Attend

- Gain critical insights into oil and gas legal frameworks and commercial terms
- Understand the unique risk environment of exploration and production deals
- Improve your ability to negotiate and manage complex, high-value contracts
- Enhance alignment between legal, commercial, and technical project teams
- Benchmark your contract management practices against global standards

Target Audience

This program is designed for:

- Contract managers and legal advisors in the oil and gas sector
- Project managers and procurement professionals
- Commercial, finance, and business development executives
- Energy sector regulators and government representatives
- Consultants and negotiators involved in oil and gas transactions

Individual Benefits

Key competencies that will be developed include:

- Proficiency in drafting and interpreting oil and gas contracts
- Awareness of international standards and dispute resolution mechanisms
- Contract risk identification and mitigation
- Effective communication with legal and commercial stakeholders
- Strategic thinking in contract negotiation and execution

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved contract performance and fewer disputes
- Better alignment between contractual terms and project execution
- Stronger risk management in contract planning and negotiation
- Enhanced value creation through commercial and legal synergy
- Compliance with international contracting norms and industry practices

Instructional Methodology

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

- Strategy Briefings – Exploration of contract types, negotiation strategies, and legal frameworks
- Case Studies – Analysis of real oil and gas contracts, joint ventures, and dispute outcomes
- Workshops – Contract clause drafting, risk assessments, and scenario-based negotiations
- Peer Exchange – Open dialogue on challenges and local/regional practices in oil and gas contracting
- Tools – Clause libraries, risk allocation checklists, contract lifecycle templates

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Course Outline

Detailed 5-Day 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 & Gas Contracts

- Module 1: Oil & Gas Industry Overview and Contractual Landscape (07:30 – 09:30)
- The value chain: upstream, midstream, downstream
- Contract types: PSCs, JOAs, EPC, offtake, service contracts
- Commercial trends and geopolitical factors
- Module 2: Legal Foundations and Contracting Principles (09:45 – 11:15)
- Applicable laws: common law vs civil law
- Principles of contract formation and interpretation
- Force majeure, indemnity, and limitation of liability
- Module 3: Contract Lifecycle and Stakeholder Roles (11:30 – 01:00)
- From feasibility to closeout
- Roles of NOCs, IOCs, contractors, and regulators
- Governance and stakeholder engagement

Day 2: Upstream Contracting

- Module 4: Exploration and Production Agreements (07:30 – 09:30)
- Production sharing contracts (PSCs)
- Concession and license models
- Risk and cost recovery mechanisms
- Module 5: Joint Operating Agreements (JOAs) (09:45 – 11:15)
- Key clauses and decision-making structures
- Operator roles, liabilities, and obligations
- Dispute resolution and exit strategies
- Module 6: Drilling and Service Agreements (11:30 – 01:00)
- Well services, equipment rentals, and maintenance contracts
- Performance-based contracting and HSE clauses
- Local content and compliance

Day 3: Midstream & Downstream Contracts

- Module 7: Transportation and Storage Agreements (07:30 – 09:30)
- Pipeline, terminal, and shipping contracts
- Tariff structures and take-or-pay terms
- Liability and operational risk
- Module 8: LNG and Gas Sales Agreements (09:45 – 11:15)
- Long-term vs spot LNG contracts
- Pricing mechanisms: oil indexation vs hub pricing
- Delivery terms, payment, and credit arrangements
- Module 9: Refining and Product Offtake Contracts (11:30 – 01:00)
- Crude supply and product purchase agreements
- Specifications, delivery, and title transfer
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Dispute scenarios and enforcement

Day 4: Negotiation, Risk & Compliance

- Module 10: Contract Negotiation Skills (07:30 – 09:30)
- Preparation, strategy, and stakeholder alignment
- BATNA, leverage, and concession management
- Closing deals and contract execution
- Module 11: Risk Allocation and Dispute Resolution (09:45 – 11:15)
- Allocation of technical, financial, and environmental risks
- Arbitration, litigation, and mediation options
- Cross-border enforcement of awards
- Module 12: Ethics, Compliance & Anti-Corruption (11:30 – 01:00)
- Anti-bribery laws and compliance frameworks (FCPA, UKBA)
- Contractual safeguards and audit rights
- Regulatory reporting and third-party risks

Day 5: Practical Application and Simulation

- Module 13: Contract Drafting and Clause Review (07:30 – 09:30)
- Drafting essential clauses: indemnity, FM, warranties
- Customizing contracts to project context
- Pitfalls in boilerplate language
- Module 14: Simulation: Oil & Gas Contract Negotiation (09:45 – 11:15)
- Group roleplay: Buyer vs Seller in an LNG contract
- Strategy planning, offer exchange, and closure
- Debrief and performance analysis
- Module 15: Contract Management and Governance (11:30 – 01:00)
- Monitoring performance and compliance
- Managing amendments and variations
- Post-contract review and lessons learned

Certification

Participants will receive a Certificate of Completion in Oil and Gas Contract Management, validating their expertise in drafting, negotiating, and managing complex oil and gas agreements in alignment with legal, commercial, and operational best practices.

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.

In-House / Customized Training Interested in running this course for your team? Please contact us:	TEL: **+601116373203**	EMAIL: **info@mawaevents.net**

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