

OIL AND GAS CONTRACTS

"Understand, Negotiate, and Manage Contracts to Secure Profitable and Compliant Oil and Gas Operations."

Schedule

Venue (InHouse)	Fees
At Your Organization Premises	Ask For The Quotation

► **Available delivery methods:** In-House Training

Introduction

Contracts form the backbone of all oil and gas operations, defining relationships, responsibilities, risks, and rewards between parties involved in exploration, production, transportation, and distribution. Given the industry's global nature and capital-intensive projects, understanding how to structure, negotiate, and manage contracts is essential for minimizing risks and ensuring successful project execution.

The Oil and Gas Contracts course provides a comprehensive understanding of the key principles, legal frameworks, and practical aspects governing contracts in the oil and gas industry. It covers all stages of the value chain — from upstream exploration and production agreements to midstream transportation contracts and downstream sales agreements.

Participants will gain insight into different contract types such as Production Sharing Contracts (PSCs), Joint Operating Agreements (JOAs), Service Contracts, and Concession Agreements. Through real-world examples and negotiation simulations, participants will learn how to protect their organization's interests, manage contractual risks, and ensure compliance with local and international laws.

Objectives

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

- Understand the structure and function of contracts across the oil and gas value chain.
- Identify key clauses, terms, and obligations in industry-standard agreements.
- Differentiate between major contract types (PSC, JOA, Service, Concession).
- Apply legal and commercial principles in contract drafting and negotiation.
- Manage risks related to contract performance, liability, and dispute resolution.
- Understand the impact of local and international laws on contract enforcement.
- Strengthen negotiation strategies for equitable and sustainable agreements.
- Build practical skills for contract administration and compliance monitoring.

Why Attend

Contracts in the oil and gas sector involve complex legal, technical, and commercial considerations that directly impact profitability and project success. Poorly structured contracts can lead to disputes, delays, and financial losses.

This course helps participants master the essentials of oil and gas contracting, empowering them to negotiate effectively, manage risks proactively, and ensure fair and compliant agreements. Whether you work in operations, procurement, or management, this training enhances your ability to handle contracts confidently and strategically in a global energy context.

Target Audience

This course is designed for professionals involved in contract management, negotiation, and project execution in the oil and gas industry, including:

- Contract Managers and Administrators
- Legal Advisors and Compliance Officers
- Procurement and Supply Chain Professionals
- Project and Operations Managers
- Business Development and Commercial Executives
- Financial Analysts and Risk Managers
- Engineers and Technical Specialists involved in contracting
- Government and Regulatory Officials

Individual Benefits

- Gain a deep understanding of oil and gas contracting principles and practices.
- Enhance negotiation, drafting, and risk management skills.
- Learn to identify and interpret key contract clauses effectively.
- Improve decision-making in contractual and commercial matters.
- Strengthen confidence in dealing with cross-border and multi-party agreements.
- Advance career opportunities in contract and commercial management roles.

Organizational Benefits

- Improve contract quality, compliance, and performance outcomes.
- Reduce legal disputes, claims, and financial risks.
- Strengthen negotiation and risk mitigation capabilities.
- Ensure transparency and accountability in business agreements.
- Enhance cross-department collaboration between legal, commercial, and technical teams.
- Build organizational capacity for sustainable and profitable contracting practices.

Instructional Methodology

This course adopts an interactive and practical approach that blends legal theory with real-world contracting scenarios. The training methods include:

- Expert-led presentations and discussions
- Real-life case studies of oil and gas contracts and disputes
- Practical contract drafting and review exercises
- Role-playing and negotiation simulations
- Group work on risk assessment and contract structure analysis
- Multimedia presentations and documentation templates
- Q&A and open forums to address specific challenges

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Course Outline

Module 1: Overview of Oil and Gas Industry Contracts

- The role of contracts in the oil and gas value chain
- Contracting parties, relationships, and obligations
- Legal and commercial foundations of petroleum contracts

Module 2: Types of Oil and Gas Contracts

- Concession and License Agreements
- Production Sharing Contracts (PSC)
- Joint Operating Agreements (JOA)
- Service and Risk Service Contracts
- Transportation and Sales Agreements

Module 3: Key Contractual Clauses and Provisions

- Scope of work and obligations of parties
- Force majeure, indemnity, and limitation of liability
- Confidentiality, intellectual property, and warranties
- Termination and renewal provisions

Module 4: Risk Allocation and Management in Contracts

- Identifying, evaluating, and mitigating contractual risks
- Insurance, liability, and indemnity considerations
- Managing operational, financial, and political risks

Module 5: Joint Operating Agreements (JOA)

- Structure and governance of joint ventures
- Operatorship and decision-making procedures
- Cost sharing, profit allocation, and dispute resolution mechanisms

Module 6: Production Sharing and Service Contracts

- Principles and models of PSCs
- Cost recovery, profit oil, and government participation
- Contractor obligations and performance guarantees

Module 7: Contract Negotiation Strategies

- Preparing for negotiations and defining objectives
- Effective communication and cultural awareness
- Techniques for achieving win-win outcomes
- Handling disputes and deadlocks

Module 8: Contract Administration and Compliance

- Monitoring performance and managing variations
- Recordkeeping and audit rights
- Legal and regulatory compliance requirements

Module 9: Dispute Resolution in Oil and Gas Contracts

- Common causes of contract disputes
- Negotiation, mediation, and arbitration
- International arbitration frameworks (ICC, UNCITRAL, LCIA)

Module 10: Case Studies and Best Practices

- Analysis of successful and failed contracts
- Lessons learned from international petroleum agreements
- Capstone workshop: drafting and reviewing a sample oil and gas contract

Certification

Upon successful completion, participants will receive a Certificate in Oil and Gas Contracts, recognizing their professional competence in contract structuring, negotiation, and management. This certification demonstrates proficiency in handling legal, commercial, and operational aspects of oil and gas agreements, preparing participants to safeguard their organization's interests and ensure effective, compliant, and profitable contracting practices in the global energy industry.

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?

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