



International Petroleum Contract Administration & Negotiation

Take control of your assets and projects with the right contract terms and ensure mitigation of risks/losses, minimisation of disputes and alignment of supplier relationships.

Dates: July 4-6 & Nov 22-24, 2017.

Venue: Lagos, Nigeria.

Nov 20-23, 2017.

Accra, Ghana.

International date:

Venue:



Oil & Gas Soft Skills

COURSE OBJECTIVE

What is the role of contract in the procurement management process? What is the link between procurement and supply chain management, and the project life cycle? Aligning procurement strategy to project deliverables ensures that the project meets its objectives. As procurement often represents a considerable portion of project spend, it is important that the process is well managed to ensure that value for money is realised.

It is however the contract that ties together the parties' aspirations and the project deliverables- getting the contract right is important if disputes are to be minimised and the project delivered on time, at the least possible cost and with regard to safety of operations. Contract negotiation is a regular feature of oil and gas business transactions. At each step in the value chain, a variety of contracts is being negotiated and brought to closure. Sometimes, this involves a maze of complex and long drawn agreements.

This course exposes participants to a comprehensive treatment of the elements of international oil and gas contracts. It demonstrates how they can apply this with the right negotiation skills to make the right business decisions.

At the end of the course delegates will:

- Understand the role of contract in the procurement process
- Learn how to develop a contract strategy and adopt the appropriate contractual relationship that delivers the project objectives
- Learn how to negotiate better contract outcomes
- Align their risk management plans to Contract Ts and Cs that delivers project objectives
- Develop Procurement Strategies that aligns with Project objectives and deliver better outcome
- Effectively manage contracts to ensure mitigation of risks/losses, minimisation of disputes and effective Supplier Relationship Management

COURSE OUTLINE

- Overview of oil industry operations
- Nature and peculiarities of oil and gas contracts
- The Contracting environment
- The Procurement and Project Environment
- The Tender Process
- Contract Negotiations
- Contract Objectives and Key Performance Indicators
- Contract Award, Administration and Management
- Supplier/Contractor Relationship Management
- Dispute Resolution
- The Contract Negotiation Framework
 - o Qualities of a good Negotiator
 - o Forms and Types of Negotiations
 - o Sources of Power in Negotiation
 - o The Negotiation Schedule
 - o Techniques of Negotiation
 - o Culture and Political issues in Negotiation
 - o Negotiating as a Team (economist, business analyst, procurement specialist, geologist, lawyer etc)
 - o Negotiation in practice: role plays and video demos
- Negotiating sales agreements and service contracts
- Negotiating JV, PSC, Farm-out/farm-in contracts
- The legal framework of JV, PSC, Farm-out/farm-in, sales agreements, and service contracts:

- Negotiating special clauses: indemnity, non-disclosure, force majeure, and dispute resolutions
- Negotiating -cultural and political factors
- Negotiating Gas Sales & Purchase Agreements (GSPAs)
- The Petroleum Industry Bill and Contract Negotiations – Emergent Issues

TARGET AUDIENCE

Professionals involved in managing investments in oil and gas ventures: negotiators, lawyers, analysts, contract managers, purchasing & supply chain managers, business development managers, governmental relations executives, officials in state petroleum companies, Federal and State Ministries of Energy, Finance, Agencies & Parastatals, etc.

FACULTY

Mr Bede Nwete is a Commercial/Energy lawyer with immense experience in upstream oil and gas, including contract negotiations, services and goods procurement, supplier management, contract administration and management.



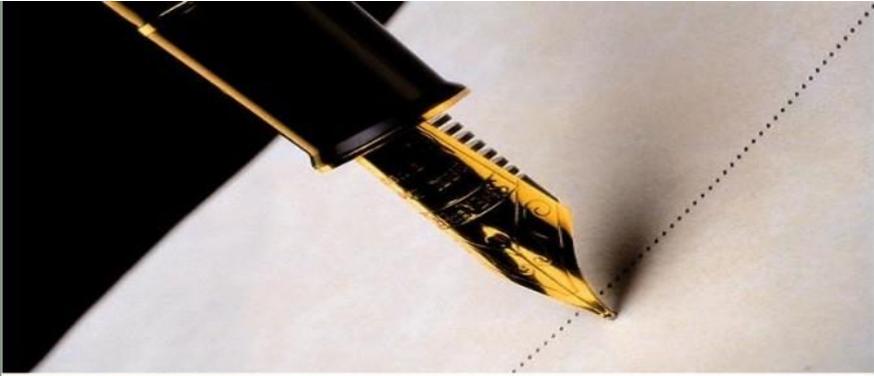
He is a member of the Association of International Petroleum Negotiators (AIPN), Society of Legal Scholars, and Chartered Institute of Purchasing and Supply. He has provided training, consultancy and advisory services to numerous firms and organizations including the UNDP, the Nigerian House of Representative Committee on Petroleum, NNPC/NAPIMS, Oxford Analytical, the African Petroleum Producers Association, NOCs/IOCs and various JVs. Most recently he consulted for the government on the Petroleum Industry Bill (PIB), and took part in an international training for senior managers of

NAPIMS with very excellent feedbacks. He advised the African Petroleum Producers Association on Local Content Policies/Framework for developing the Industry in Africa and has spoken at various industry fora on the issue of Local Content.

He has worked for Coopers and Lybrand (now PwC), Schlumberger, BP, Petrofac and the Centre for Energy Petroleum and Mineral Law and Policy, University of Dundee. He was Lecturer and acting Head of Department for Company Law and Commercial Practice at the Nigeria Law School.

He is a frequent speaker at International oil and gas conferences. He has edited oil and gas journals, and published in the areas of Company Law, Petroleum Taxation, Contract Negotiations/Renegotiations, Stabilisation Clauses, Soft Laws, Unitization, Production Sharing Contracts, Human Rights and Corporate Social Responsibility in the oil and gas Industry, etc. His presentations on ' Contract Termination Strategy: Effective Time and Method to Invoke Termination Clauses in Oil and Gas Contracts' consistently made the IQPC Top 10 Oil & Gas Presentations for 5 years.

He currently works with an Upstream Oil and Gas Company based in London, UK, overseeing assets in Africa.



REGISTRATION FORM

■ REGISTRATION FORM

Mr/Mrs/Other (Please specify) _____

First Name _____

Last Name _____

Company _____

Job Title _____ Department _____

Tel (Inc. country code) _____

Email _____ Mobile _____

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City _____ State _____

Country _____

Registration details

Course Title	No. of persons

Payment Mode

- Direct Bank Transfer (call for details)
- Cheque

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