Managing Upstream Petroleum Agreements: Government and Non-Operator Perspectives

This five-day workshop is an ideal program for those representing the interests of host countries who wish to learn the critical aspects of negotiating and managing successful Upstream Petroleum Agreements, and how they should participate in the management of the Upstream project. The course is divided into three parts. Part I is a series of lectures in which participants will learn the foundations and basic rules of International Law and review the most used Petroleum Agreements and how they should participate in the management of the Upstream project. Part II is a series of interactive sessions in which teams of participants, playing the role of the government or the contractor, will actively negotiate and achieve win-win outcomes for the most often negotiated issues. This challenging learning process allows participants to effectively internalize the essential aspects of both the Upstream Petroleum Agreements and a truly effective negotiation process.

WHO SHOULD ATTEND
This program is ideal for the government's resource managers who wish to negotiate Upstream Petroleum Agreements, manage their implementation or administer problems related to key issues. Attendees will obtain an overview of today's major upstream agreements, learn how the government specialists need to participate throughout the project development stages, and how to apply a positive negotiation process to resolve the major IOC-government key issues that may come up during the life of these agreements.

LECTURE SESSIONS

PART I: HOST COUNTRY AND JV PETROLEUM AGREEMENTS
Introduction to the Basic Principles of International Petroleum Law
Principles and Applications of Contract Law and Petroleum Service Agreements
Host Country Agreements: Legal Structure and Fiscal Terms
Standard Joint Venture Petroleum Agreements: Joint Venture and Joint Operating Agreements
Transfer of Interest in Petroleum Agreements

PART II: EFFECTIVE NEGOTIATION PROCESS: GETTING TO YES
Through a series of team assignments the participants will learn the Harvard developed “Getting to Yes” negotiation process.

Stage One — Discern Underlying Interests of the Parties
Stage Two — Generate Options to a Negotiated Solution
Stage Three — Identify and Use Independent Standards
Stage Four — Deal with People Problems
Stage Five — Generating Alternatives to a Negotiated Solution
Stage Six — Reaching Closure

INSTRUCTORS
Skip Maynard, JD
Charles Blankman, PhD

PROGRAM FEE
DUBAI: US$ 2,500*
Nairobi: US$ 3,750*
* UAE VAT or Service Tax added where applicable