



*Training Course:  
Negotiation Skills for the Oil and Gas Industry*

*20 - 24 July 2025*

*Dubai (UAE)*

*Residence Inn by Marriott Sheikh Zayed Road, Dubai*

## Training Course: Negotiation Skills for the Oil and Gas Industry

Training Course code: EN235492 From: 20 - 24 July 2025 Venue: Dubai (UAE) - Residence Inn by Marriott Sheikh Zayed Road, Dubai Training Course Fees: 5300 € Euro

### Introduction:

Negotiation is a critical skill in the oil and gas industry, where complex deals, contracts, and partnerships are fundamental to success. Whether negotiating with suppliers, governments, or joint venture partners, professionals in this sector must possess the ability to negotiate effectively to secure favorable terms, manage risks, and drive value for their organizations. This training program, "Negotiation Skills for the Oil and Gas Industry," is tailored specifically to the unique challenges and opportunities within this sector. It will provide participants with the strategies, techniques, and practical skills needed to negotiate successfully in a variety of contexts within the oil and gas industry.

### Target Audience:

- Professionals in the oil and gas industry involved in negotiations
- Contract managers and procurement specialists
- Business development and sales managers
- Project managers and engineers with negotiation responsibilities
- Legal and compliance officers in the oil and gas sector
- Senior executives and decision-makers who oversee negotiations

### Objectives:

- To develop a deep understanding of negotiation principles and their application in the oil and gas industry.
- To equip participants with strategies for planning and conducting effective negotiations.
- To enhance participants' ability to identify and leverage their position in negotiations.
- To teach techniques for managing complex negotiations, including multi-party and cross-cultural scenarios.
- To improve participants' skills in managing conflicts and reaching win-win agreements.

### Outlines:

Day 1:

Introduction to Negotiation in the Oil and Gas Industry

- Overview of negotiation principles and their relevance to the oil and gas sector
- The unique challenges of negotiating in the oil and gas industry
- Understanding the negotiation process: Preparation, bargaining, and closing
- Key negotiation terms and concepts specific to the industry
- Case study: Successful negotiations in the oil and gas sector

#### Day 2:

##### Preparation and Strategy Development

- The importance of preparation in negotiation success
- Conducting a needs analysis: Identifying objectives, interests, and priorities
- Developing a negotiation strategy: BATNA, ZOPA, and value creation
- Risk assessment and management in negotiations
- Practical exercise: Preparing a negotiation strategy for a real-world scenario in the oil and gas industry

#### Day 3:

##### Negotiation Tactics and Techniques

- Effective communication skills for negotiation: Listening, questioning, and persuasion
- Tactics for influencing and persuading the other party
- Managing emotions and psychological aspects of negotiation
- Dealing with difficult negotiators and high-pressure situations
- Role-play: Simulating a negotiation scenario within the oil and gas industry

#### Day 4:

##### Complex Negotiations: Multi-Party and Cross-Cultural

- Managing multi-party negotiations: Strategies and challenges
- Cross-cultural negotiation: Understanding cultural differences and their impact
- Techniques for building trust and rapport in complex negotiations
- Case study: Multi-party and cross-cultural negotiations in the oil and gas sector

- Practical exercise: Negotiating in a simulated multi-party, cross-cultural scenario

#### Day 5:

##### Conflict Resolution and Closing Deals

- Techniques for resolving conflicts and overcoming impasses in negotiations
- Reaching mutually beneficial agreements: Win-win solutions
- The importance of ethics and integrity in negotiation
- Closing the deal: Finalizing agreements and ensuring compliance
- Review and feedback: Analyzing participant performances in negotiation simulations
- Final assessment and Q&A to consolidate learning

## Registration form on the Training Course: Negotiation Skills for the Oil and Gas Industry

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

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### Company Information

Company Name: .....  
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### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
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### Payment Method

- Please find enclosed a cheque made payable to Global Horizon
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