



*Training Course:  
Effective Government Relations for the Oil & Gas  
Sector*

*24 - 28 November 2025  
Madrid (Spain)  
Pestana CR7 Gran Vía*

## Training Course: Effective Government Relations for the Oil & Gas Sector

Training Course code: SC236045 From: 24 - 28 November 2025 Venue: Madrid (Spain) - Pestana CR7 Gran Vía Training Course Fees: 6000 € Euro

### Introduction

In today's complex energy landscape, cultivating strong and strategic relationships with governments and regulatory bodies is essential for the long-term success of oil and gas organizations. Effective government relations not only ensure regulatory compliance but also foster trust, facilitate project approvals, secure licenses, and enhance a company's social license to operate.

The "Effective Government Relations for the Oil & Gas Sector" training program, developed by Global Horizon Training Center, is designed to equip professionals with the knowledge, tools, and strategies necessary to build and sustain impactful government and public sector engagement. It combines best practices from global energy hubs with real-world scenarios tailored to the specific sensitivities of the oil and gas sector.

### Course Objectives

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

- Understand the roles and functions of government relations in the oil & gas sector.
- Navigate regulatory frameworks and government decision-making processes.
- Develop strategies for effective engagement with public sector stakeholders.
- Identify and mitigate political, regulatory, and reputational risks.
- Build communication and negotiation skills for advocacy and lobbying.
- Align government relations strategies with corporate objectives and national energy goals.

### Course Methodology

The training adopts a practical and interactive approach, including:

- Expert-led presentations and group discussions
- Regional and international case studies
- Scenario-based workshops and stakeholder mapping exercises
- Role-play simulations of meetings with government officials
- Peer-to-peer learning and policy analysis tools

## Organizational Impact

Organizations that invest in this program can expect:

- Stronger and more transparent relationships with government entities
- Enhanced ability to influence policy and regulatory decisions
- Reduced project delays through proactive stakeholder engagement
- Greater alignment between corporate goals and public policy objectives
- Improved organizational reputation and risk management

## Target Audience

This course is ideal for professionals working in:

- Corporate Affairs & Support Services Departments
- External Relations and Government Affairs
- Regulatory Compliance and Licensing
- Public Policy and Communications
- Legal, Risk Management, and Strategy Teams
- Project Development and CSR/Sustainability Divisions

## Outlines

### Day 1: The Strategic Role of Government Relations in Oil & Gas

- Overview of government relations in the energy sector
- Public policy cycles and regulatory frameworks
- Energy policy drivers and national interest considerations
- Case examples: Government relations success and failure in oil projects

### Day 2: Stakeholder Mapping and Engagement Strategies

- Identifying and analyzing key government stakeholders
- Building strategic alliances with ministries, regulators, and municipalities

- Multi-level government engagement: Local, national, regional
- Designing stakeholder engagement and influence plans

#### Day 3: Regulatory Affairs and Risk Mitigation

- Licensing, permits, and compliance essentials
- Managing regulatory risks and government audits
- Aligning corporate strategies with national energy plans
- Navigating complex legislative environments and legal challenges

#### Day 4: Communication, Advocacy, and Negotiation Skills

- Communicating with government officials and policymakers
- Principles of lobbying and advocacy in energy
- Strategic messaging and managing public discourse
- Negotiation tactics for high-stakes governmental meetings

#### Day 5: Integrating Government Relations into Corporate Strategy

- Embedding government relations into corporate planning
- Monitoring political and policy trends
- Building internal awareness and coordination mechanisms
- Final group workshop: Designing a GR strategy for a sample oil & gas project

## Registration form on the Training Course: Effective Government Relations for the Oil & Gas Sector

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

### Delegate Information

Full Name (Mr / Ms / Dr / Eng): .....  
Position: .....  
Telephone / Mobile: .....  
Personal E-Mail: .....  
Official E-Mail: .....

### Company Information

Company Name: .....  
Address: .....  
City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
Position: .....  
Telephone / Mobile: .....  
Personal E-Mail: .....  
Official E-Mail: .....

### Payment Method

- ☐ Please find enclosed a cheque made payable to Global Horizon
- ☐ Please invoice me
- ☐ Please invoice my company

### Easy Ways To Register

Telephone:  
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provisionally reserve your  
place.

Fax your completed  
registration  
form to: +20233379764

E-mail to us :  
info@gh4t.com  
or training@gh4t.com

Complete & return the  
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to: Global Horizon  
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