



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

*21 - 25 September 2025
Istanbul (Turkey)
DoubleTree by Hilton Istanbul Esentepe*

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

Training Course code: SC236045 From: 21 - 25 September 2025 Venue: Istanbul (Turkey) - DoubleTree by Hilton Istanbul Esentepe 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

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