



*Training Course:
International Oil & Gas Contracts and
Negotiations*

12 - 16 October 2025

Dubai (UAE)

Residence Inn by Marriott Sheikh Zayed Road, Dubai

Training Course: International Oil & Gas Contracts and Negotiations

Training Course code: EN236261 From: 12 - 16 October 2025 Venue: Dubai (UAE) - Residence Inn by Marriott Sheikh Zayed Road, Dubai Training Course Fees: 5300 € Euro

Introduction

This 5-day course, designed by Global Horizon Training Center, provides participants with a clear understanding of the main types of oil & gas contracts and how to negotiate them effectively. It covers the key concepts, clauses, and practices used in international oil & gas agreements, ensuring participants gain practical skills for their daily work.

Target Audience

- Professionals working in oil & gas contracts, procurement, or commercial roles
- Project managers, engineers, or finance staff involved in contracts
- Anyone needing a basic yet comprehensive understanding of contracts and negotiations in the oil & gas sector

Objectives

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

- Understand the main types of oil & gas contracts and their purposes.
- Recognize key contract clauses and what they mean in practice.
- Prepare effectively for negotiations and handle common challenges.
- Improve communication and collaboration during the contract process.
- Minimize risks and avoid disputes through better contract management.

Outline

Day 1 - Introduction to Oil & Gas Contracts

- Overview of the oil & gas industry value chain

- Common types of contracts: exploration, production, service, and supply agreements
- Key stakeholders in oil & gas contracts operators, contractors, governments

Day 2 - Important Clauses in Oil & Gas Contracts

- Key terms and conditions scope, price, schedule
- Risk and liability clauses indemnity, insurance, force majeure
- Local content and HSE Health, Safety, Environment requirements

Day 3 - Basics of Contract Negotiation

- Steps to prepare for a negotiation
- Defining objectives and priorities
- Communication skills and negotiation etiquette

Day 4 - Negotiating in an International Context

- Cultural differences in negotiations
- Handling difficult situations and conflicts
- Case examples from international oil & gas projects

Day 5 - Managing Contracts and Avoiding Disputes

- Monitoring performance and compliance
- Common causes of disputes and how to prevent them
- Review and wrap-up: lessons learned and key takeaways

Registration form on the Training Course: International Oil & Gas Contracts and Negotiations

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