



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

*17 - 21 May 2026  
Istanbul (Turkey)  
DoubleTree by Hilton Istanbul Esentepe*

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

Training Course code: EN235492 From: 17 - 21 May 2026 Venue: Istanbul (Turkey) - DoubleTree by Hilton Istanbul Esentepe Training Course Fees: 6825 € Euro

### Introduction

Negotiation in the oil and gas industry is complex, high-stakes, and often conducted across international and multidisciplinary environments. From upstream exploration agreements to EPC contracts and supply chain negotiations, professionals must balance technical, commercial, and legal considerations while managing risk and stakeholder interests.

This 5-day intensive training program, developed by Global Horizon Training Center, equips participants with advanced negotiation strategies tailored specifically to the oil and gas sector. The program integrates practical frameworks, real-world case studies, and interactive exercises to enhance negotiation effectiveness.

Participants will develop the skills needed to prepare, conduct, and close negotiations that maximize value while maintaining strong professional relationships.

### Course Objectives

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

- Understand negotiation dynamics in oil & gas projects
- Apply structured negotiation strategies and frameworks
- Prepare effectively for high-value negotiations
- Analyze stakeholders and manage interests
- Handle complex commercial and technical discussions
- Manage conflict and difficult negotiation scenarios
- Achieve win-win outcomes while protecting organizational interests

### Target Audience

- Contract and Commercial Managers
- Procurement and Supply Chain Professionals
- Project Managers and Engineers
- Legal and Compliance Professionals
- Business Development and Sales Teams
- Oil & Gas Industry Professionals

### Outline

#### Day 1: Fundamentals of Negotiation in Oil & Gas

- Types of negotiations in oil & gas PSC, EPC, supply, JV
- Negotiation styles and approaches
- Key principles and frameworks
- Understanding power, leverage, and value

#### Day 2: Preparation and Strategy Development

- Setting objectives and defining negotiation goals
- Stakeholder analysis and mapping
- BATNA Best Alternative to a Negotiated Agreement
- Risk and scenario planning

#### Day 3: Communication and Persuasion Techniques

- Effective communication skills
- Active listening and questioning techniques
- Persuasion and influence strategies
- Managing cultural and cross-border negotiations

#### Day 4: Managing Complex Negotiations and Conflict

- Handling difficult negotiations and objections
- Conflict resolution techniques
- Negotiating under pressure
- Case studies in oil & gas negotiations

#### Day 5: Closing Deals and Practical Simulation

- Closing techniques and agreement structuring
- Drafting key terms and conditions
- Final negotiation simulation role-play
- Feedback and performance improvement
- Review and evaluation

## 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

### 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:  
+201095004484 to  
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  
booking form with cheque  
to: Global Horizon  
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