



*Training Course:  
Commercial Dispute and Conflict Resolution in  
Oil and Gas*

*17 - 21 August 2026  
London (UK)*

# Training Course: Commercial Dispute and Conflict Resolution in Oil and Gas

Training Course code: EN236503 From: 17 - 21 August 2026 Venue: London (UK) - Training Course Fees: 6825 € Euro

## Introduction

In the oil and gas industry, commercial disputes and conflicts are often inevitable due to the complexity and scale of projects, the involvement of multiple stakeholders, and the highly regulated nature of the sector. Disputes can arise from contract breaches, financial issues, regulatory non-compliance, or disagreements over project deliverables. The ability to resolve these conflicts efficiently and effectively is critical to maintaining long-term relationships and ensuring project continuity.

This 5-day training program, designed by Global Horizon Training Center, aims to equip professionals with the knowledge, skills, and strategies required to navigate, resolve, and prevent commercial disputes in the oil and gas sector. By examining real-world case studies, conflict resolution techniques, and the legal frameworks specific to the industry, participants will gain the tools necessary to effectively handle disputes and ensure smoother project execution.

## Objectives

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

- Understand the nature of commercial disputes in the oil and gas industry and their common causes.
- Develop skills for effective negotiation and conflict management.
- Apply different methods of dispute resolution, including negotiation, mediation, and arbitration.
- Learn how to draft and manage contracts to minimize the risk of disputes.
- Gain knowledge of the legal frameworks and international conventions governing disputes in oil and gas.
- Understand the importance of documentation and evidence in dispute resolution.
- Use practical case studies to resolve complex commercial conflicts in oil and gas projects.
- Develop strategies for dispute prevention and managing stakeholder expectations.

## Target Audience

- Legal Advisors and Consultants specializing in oil and gas

- Contract Managers involved in the negotiation and management of oil and gas contracts
- Project Managers handling large-scale oil and gas projects
- Risk and Compliance Officers ensuring compliance with laws and regulations
- In-house Legal Teams in oil and gas firms
- Dispute Resolution Professionals working within or for the oil and gas sector
- Commercial Managers and Strategic Planners focusing on project delivery and stakeholder management

## Methodology

The training will use a blended approach combining:

- Lectures and Presentations to introduce dispute resolution concepts, frameworks, and techniques.
- Case Studies drawn from real-world oil and gas disputes to analyze common issues and successful resolutions.
- Role-Playing and Simulations for practicing negotiation and mediation skills.
- Group Discussions to encourage collaboration and collective problem-solving.
- Practical Exercises to apply the learned techniques to specific commercial conflict scenarios.
- Q&A Sessions to address participant queries and clarify complex topics.

## Organizational Impact

By attending this program, participants will be able to:

- **Minimize the Impact of Disputes:** Enhanced dispute resolution skills will enable participants to resolve conflicts quickly, reducing the negative impact on projects and relationships.
- **Improve Contract Management:** Participants will be better equipped to draft and manage contracts that minimize the risk of conflicts.
- **Enhance Negotiation Skills:** Stronger negotiation and communication strategies will help participants resolve issues without resorting to litigation, saving time and costs.
- **Promote Efficient Project Delivery:** Effective dispute resolution will allow projects to proceed with fewer disruptions, improving timelines and cost management.

- Strengthen Stakeholder Relationships: Proactively managing and resolving disputes will foster trust and long-term partnerships between stakeholders.

## Outline

### Day 1: Understanding Commercial Disputes in Oil and Gas

- Introduction to Commercial Disputes: Types of disputes contractual, regulatory, financial, operational.
- Common Causes of Disputes in Oil and Gas Projects: Breach of contract, delays, payment issues, regulatory non-compliance, quality disputes.
- Overview of the Dispute Resolution Process: Negotiation, Mediation, Arbitration, Litigation.
- Legal Frameworks in Oil and Gas Disputes: International conventions, industry standards, and regulations.
- Case Study: Real-world examples of commercial disputes in the oil and gas sector.
- Hands-On Exercise: Identifying and categorizing common causes of disputes in oil and gas projects.

### Day 2: Negotiation Skills and Strategies for Conflict Resolution

- Principles of Negotiation: Key negotiation strategies for resolving commercial conflicts.
- Communication Techniques: Active listening, persuasive communication, and emotional intelligence in negotiations.
- Preparing for Negotiations: Setting objectives, identifying interests, and creating value.
- Negotiating in High-Pressure Environments: Dealing with tight deadlines and opposing interests.
- Case Study: Analyzing a failed negotiation and discussing ways to achieve a better outcome.
- Role-Playing Exercise: Simulating a negotiation session to resolve a contractual dispute.

### Day 3: Mediation and Arbitration in Commercial Disputes

- Introduction to Mediation: Understanding the role of a neutral third party in resolving disputes.
- Mediation Process in Oil and Gas: Steps involved in the mediation process, benefits, and limitations.
- Introduction to Arbitration: The arbitration process and how it differs from litigation.
- Arbitration in Oil and Gas: Key considerations in oil and gas arbitration agreements, including governing laws and arbitration clauses.
- Case Study: Exploring a successful mediation and arbitration in the oil and gas sector.

- Practical Exercise: Mediating a dispute and using arbitration clauses in contract drafts.

#### Day 4: Drafting Contracts to Prevent Disputes

- Key Contract Clauses to Prevent Disputes: Force majeure, payment terms, dispute resolution clauses, warranties, and indemnities.
- Managing Risk through Contractual Terms: Limiting liabilities and managing delays.
- The Role of Documentation in Dispute Prevention: The importance of clear and comprehensive documentation.
- Best Practices for Contract Drafting in the Oil and Gas Sector: Understanding the nuances of oil and gas contracts.
- Case Study: Analyzing contracts where disputes were prevented due to well-drafted clauses.
- Hands-On Exercise: Drafting a dispute resolution clause for a sample oil and gas contract.

#### Day 5: Practical Applications and Case Studies in Conflict Resolution

- Integrated Approaches to Dispute Resolution: Combining negotiation, mediation, and arbitration for effective dispute management.
- Practical Tips for Conflict Prevention: Building trust, managing expectations, and clear communication.
- Case Study: Reviewing a major commercial dispute in an oil and gas project and the resolution process.
- Group Discussion: Exploring strategies to resolve current or ongoing disputes within the participants' organizations.
- Final Role-Playing Exercise: Applying dispute resolution strategies to resolve a multi-faceted commercial dispute.
- Wrap-up and Q&A: Key takeaways and how to implement dispute resolution practices in the workplace.

## Registration form on the Training Course: Commercial Dispute and Conflict Resolution in Oil and Gas

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

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Full Name (Mr / Ms / Dr / Eng): .....  
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### Company Information

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

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### Payment Method

- Please find enclosed a cheque made payable to Global Horizon
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