



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

*13 - 17 December 2026
Istanbul (Turkey)
DoubleTree by Hilton Istanbul Esentepe*

Training Course: International Oil & Gas Contracts and Negotiations

Training Course code: EN236261 From: 13 - 17 December 2026 Venue: Istanbul (Turkey) - DoubleTree by Hilton Istanbul Esentepe Training Course Fees: 6825 € Euro

Introduction

The oil and gas industry operates through complex contractual frameworks that govern exploration, production, transportation, and commercialization activities across international jurisdictions. Effective contract management and negotiation are critical to ensuring risk allocation, regulatory compliance, and commercial success.

This program, developed by [Global Horizon Training Center](#), provides participants with a comprehensive understanding of international oil and gas contracts and the strategic skills required for successful negotiations. It covers key contract types, legal frameworks, risk management, and negotiation techniques tailored to the energy sector.

Participants will gain practical insights into drafting, analyzing, and negotiating contracts, enabling them to protect organizational interests and achieve optimal outcomes in complex commercial environments.

Course Objectives

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

- Understand key types of oil and gas contracts and their structures
- Analyze contractual terms and risk allocation mechanisms
- Apply international legal and regulatory frameworks
- Develop negotiation strategies for oil and gas agreements
- Manage contract lifecycle from drafting to execution
- Identify and mitigate contractual risks
- Handle disputes and claims effectively
- Enhance negotiation and communication skills

Target Audience

This program is designed for:

- Legal and Contract Professionals in oil & gas
- Commercial and Business Development Managers
- Procurement and Supply Chain Specialists
- Project and Operations Managers
- Government and Regulatory Officials
- Professionals involved in energy sector negotiations

Outline

Day 1: Fundamentals of Oil & Gas Contracts

- Overview of the oil & gas value chain
- Types of contracts PSC, concession, service contracts, JV agreements
- Key contractual components and structures
- Legal frameworks and governing laws
- Roles of stakeholders

Day 2: Contract Drafting and Risk Allocation

- Key clauses in oil & gas contracts
- Risk allocation mechanisms technical, financial, political risks
- Liability, indemnity, and force majeure
- Pricing mechanisms and fiscal terms
- Contract drafting best practices

Day 3: Negotiation Strategies and Techniques

- Principles of effective negotiation
- Negotiation planning and preparation
- Stakeholder analysis and positioning
- Negotiation tactics and strategies
- Managing difficult negotiations

Day 4: Advanced Contract Management and Dispute Resolution

- Contract lifecycle management
- Performance monitoring and compliance
- Managing variations and claims
- Dispute resolution mechanisms arbitration, mediation
- Case studies in oil & gas disputes

Day 5: Practical Negotiation Workshop and Case Studies

- Simulation of oil & gas contract negotiations
- Role-play exercises
- Analyzing real contract scenarios
- Developing negotiation strategies
- Final evaluation and feedback

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

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