



*Training Course:  
Local Content Management*

*12 - 16 April 2027  
Lisbon (Portugal)*

## Training Course: Local Content Management

Training Course code: MA235376 From: 12 - 16 April 2027 Venue: Lisbon (Portugal) - Training Course Fees: 6050 € Euro

### Introduction

Local Content Management LCM is integral to promoting economic growth, sustainability, and social inclusion in the communities where industries operate. It involves strategic efforts to enhance the participation of local businesses, labor, and communities in the value creation process, especially in sectors like oil & gas, mining, and construction. By understanding and applying LCM principles, organizations can strengthen their social license to operate and build long-lasting relationships with local stakeholders, contributing to sustainable development and business success.

### Objectives

By the end of this program, participants will:

- Gain a comprehensive understanding of [Local Content Management LCM](#) and its relevance across industries
- Learn how to identify and engage key stakeholders in implementing successful LCM initiatives
- Develop actionable strategies for maximizing local content opportunities while managing associated challenges
- Acquire practical skills in implementing, monitoring, and evaluating LCM strategies within organizations
- Explore best practices and case studies to inspire successful LCM applications in their own organizations

### Target Audience

This program is intended for:

- Supply Chain Managers
- Corporate Social Responsibility CSR Managers
- Community Relations and Government Affairs Professionals
- Sustainability and Environmental Managers
- Policymakers, Regulators, and Consultants
- Professionals involved in oil & gas, mining, construction, and other sectors with significant local content requirements.
- Organizations looking to strengthen local content in their supply chains and operations.

### Outline

#### Day 1: Introduction to Local Content Management

- Understanding the Concept of LCM: What is Local Content Management and why is it important?
- Significance of LCM: Role and impact of local content in industries such as oil & gas, mining, construction, etc.
- Key Principles and Objectives of LCM: Maximizing local involvement while enhancing economic sustainability.
- Overview of Regulatory Frameworks: Understanding local and international compliance requirements.
- Social License to Operate: How LCM enhances reputation and social responsibility.

#### Day 2: Stakeholder Engagement and Identification

- Identifying Key Stakeholders: Who are the key players in successful LCM?
- Effective Stakeholder Engagement Strategies: Approaches for building meaningful relationships with local businesses, governments, and communities.
- Understanding Local Dynamics: How to assess local capacity and opportunities.
- Case Studies: Review successful stakeholder engagement models and strategies from leading organizations.

#### Day 3: Developing Local Content Strategies

- Assessing Local Content Opportunities and Challenges: Identifying and understanding local capacity, barriers, and resources.
- Setting Organizational Goals and Objectives: How to align LCM with business and sustainability goals.
- Designing Effective LCM Strategies: Creating strategies to maximize local content participation in supply chains.
- Establishing Measurable Targets and Benchmarks: Setting realistic and achievable goals for local content.

#### Day 4: Implementing Local Content Strategies

- Practical Considerations for Implementing LCM: Steps to ensure successful strategy execution.
- Identifying Partnerships and Collaborations: Leveraging local businesses, government, and community organizations for mutual benefit.
- Monitoring and Evaluating LCM Performance: Tracking progress and measuring success.
- Adapting Strategies: How to adjust approaches based on challenges and outcomes.

#### Day 5: Best Practices and Case Studies

- Review of Best Practices in LCM: How leading organizations approach local content management.
- Case Studies: Analyzing successful LCM implementations and lessons learned.
- Interactive Workshop: Applying LCM principles to real-world scenarios and challenges.
- Action Planning: Developing an LCM implementation plan tailored to your organization's needs.

## Registration form on the Training Course: Local Content Management

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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

Full Name (Mr / Ms / Dr / Eng): .....  
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### Payment Method

- ☐ Please find enclosed a cheque made payable to Global Horizon
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