



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

*11 - 15 January 2027
Kuala Lumpur (Malaysia)*

Training Course: Negotiation Skills for the Oil and Gas Industry

Training Course code: EN235492 From: 11 - 15 January 2027 Venue: Kuala Lumpur (Malaysia) - 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:
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Company Information

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Address:
City / Country:

Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng):
Position:
Telephone / Mobile:
Personal E-Mail:
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Payment Method

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