

Scandinavian Academy Training Center

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Riyadh - Al Khaleej District - Sheikh Abdul Aziz Bin Abdul Rahman Bin Bishr Street - 13223 - Office No. 5 | P.O.BOX : 13224

Course: Petroleum Legal Negotiation

Code	City	hotel	Start	End	price	Language - Hours
OG-266SA	Alula	Hotel Meeting	2027-03-07	2027-03-11	13950 SR	En - 25

Course Description

This five-day course concentrates the principles and theory of legal negotiation, and how to design strategies the participant needs in order to negotiate more effectively. The course is highly interactive, and participants will have the opportunity to practice, model and role-play the skills and techniques covered.

Course Goal

To enhance the participants' knowledge, Skills and Ability in the field of legal negotiation

Course Objectives

By the end of the workshop the participant will be able to:

- Determine the span of petroleum activities
- Determine the types of legal contracts
- Understand Production sharing agreements
- E&P contracts
- Service contacts
- Legal aspects of contracts
- Prevent fraud in contracts
- Understand claims in contracts
- Understand negotiation principles
- Effectively negotiate in petroleum contracts

- Develop an appropriate strategy to use during negotiation
- Make claims settlement

Who Can Benefit?

Senior and middle managers, technical specialists, project managers, engineers and anyone in oil and gas companies who needs to resolve differences and maximize outcomes in any situation

Course Outline

- Span of petroleum activities
- Types of legal contracts
- Production sharing agreements
- E&P contracts
- Service contacts
- Legal aspects of contracts
- Fraud in contracts
- Claims in contracts
- Principle in negotiation
- Negotiation in petroleum contracts
- Strategy of negotiation
- Claims settlement
- Maintaining Supplier Relationships
- Arbitration
- Measurement of Contract Administration Performance

The Scandinavian Academy for Training Center adopts the latest scientific and professional methodologies in training and human resource development, aiming to enhance the efficiency of individuals and organizations. Training programs are delivered through a comprehensive approach that includes:

- Theoretical lectures supported by PowerPoint presentations and visual materials (videos and short films).
- Scientific evaluation of participants before and after the program to measure progress and knowledge acquisition.
- Brainstorming sessions and practical role-playing to simulate real-life scenarios.
- Case studies tailored to align with the training content and participants work nature.
- Assessment tests conducted at the end of the program to evaluate the achievement of training objectives.

Each participant receives the training material (both theoretical and practical) in printed form and saved on a CD or flash drive. Detailed reports, including attendance records, final results, and overall program evaluations, are also provided.

Training materials are prepared professionally by a team of experts and specialists in various fields. At the end of the program, participants are awarded a professional attendance certificate, signed and accredited by the Scandinavian Academy for Training Center.

Program Timings: 9:00 AM to 2:00 PM

The program includes:

- A daily buffet provided during the sessions to ensure participants comfort.
- A closing ceremony on the final day to distribute certificates and celebrate participants achievements.
- **Note: All prices are exclusive of 15% Value Added Tax (VAT).**

Our Success Partners

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