

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: Oil and Gas Contract Management

Code	City	hotel	Start	End	price	Language - Hours
CO-786SA	Dammam	Hotel Meeting Room	2027-09-12	2027-09-16	11950 SR	En - 25

Course Overview

With so much riding on its suppliers, vendors, and distribution networks, the oil and gas industry faces unique risks and complexities that highlight the need for a well-defined strategy for the development and execution of long-term contracts. The ability to streamline all business operations depends on a firm grasp of critical contract governance areas. In today's volatile regulatory climate, it is essential for energy firms to have a flexible contract management system that can keep up with the demands of a wide range of stakeholders.

Course Objectives

- To learn and understand the legal concepts that apply to oil and gas contracts
- To learn everything there is to know about contracts including licencing, production sharing, and service provision
- To learn about potential risks and use proper contractual clauses to lessen those risks
- To improve the participant's management and bargaining abilities during transactions
- To recognise, evaluate, and control the most important types of contractual risks
- To oversee the liability and force majeure clauses
- To understand ways to examine important clauses
- To outline the most effective methods of supply chain management
- To gain knowledge of methods for settling international oil and gas conflicts

Personal Benefits

- Gain skills needed to negotiate provisions in oil and gas contracts
- Learn to use well-drafted contract provisions, manage production and commercial risks, and ensure advancement in your career
- Develop the capacity to create a well-thought-out contracting strategy
- Gain familiarity with various contract provisions
- Manage contract term changes and the differences in approach between standard and customised contracts
- Understand various contracting tactics to achieve the organisation’s objectives
- Learn approaches for managing supplier performance
- Learn to examine the most effective methods of dispute settlement
- Improve the capacity to bargain during transactions confidently and successfully

Course Outline

Oil and Gas Contracts

- Oil and Gas Contracting Principles
- Mutual Interest and Exclusivity
- Allowances/Licenses
- Contracts for Services and Work
- Contracts involving more than one party

Supply Chain Management

- Acquisition Best price overview
- Identification and Management of Risk in the Supply Chain
- Developing the Workspace
- Eligible Vendors
- Management of the Supply Chain
- Award and implementation of contracts
- Subornation and corruption

Key Contractual Issues and their Resolution

- Penalty and Performance
- Compensation and Liabilities
- Payment and Pricing
- Force Majeure
- Termination
- Requirements for Local Content

Controlling Contract Efficiency

- Recognizing and Managing Supplier Risk
- Service level agreements (SLAs)
- Indicators of Key Performance
- Changing the Work Scope
- Liability Limitation and Exclusion
- Bonds, Guarantees, and Warranties

Dispute Resolution in the Petroleum Industry

- Damages and Other Reparations
- Negotiation, Compromise, and Resolution
- Third-party disputes
- Arbitration vs. Litigation
- Measures of Enforcement
- Questions and Final Review in the Open Forum

Managing Contractor Efficiency

- Obtaining and maintaining contract performance from suppliers
- Levels of service agreements
- Establishing SMART targets
- Identifying KPIs

- Governance of Contracts
- Why is performance crucial?
- Post-Contract Measures

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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