



## Workshop on Developing Complex Negotiation Skills for the Oil & Gas Industry

April 13 – 17, 2026

**Venue:** Holiday Inn Express Sandton-Woodmead, an IHG Hotel,  
Woodmead North Office Park, 2194, Johannesburg, South Africa

**Course Fee:** \$4,500 per Participant

### Program overview:

In the high-stakes world of the oil and gas industry, successful negotiation can mean the difference between a lucrative deal and a missed opportunity. This advanced training course is designed to equip professionals with the sophisticated negotiation skills required to navigate complex transactions, manage multi-faceted stakeholder interests, and achieve optimal outcomes in the industry.

At the end of this course, participants will be well-equipped to tackle the complexities of negotiation in the oil and gas industry with confidence and skill.

### For Whom:

This course is intended for mid-to-senior level professionals in the oil and gas industry, including negotiators, project managers, contract managers, and business development professionals. It is also beneficial for legal advisors and consultants involved in the sector.

### Learning objectives:

At the end of the program, participants will be able to:

- gain insights into the unique negotiation challenges and opportunities within the oil and gas sector, including geopolitical influences, regulatory considerations, and market volatility.
- learn and apply advanced strategies for negotiating high-value contracts, joint ventures, and partnerships.
- apply tactics for managing and mitigating risks, addressing cultural differences, and achieving win-win solutions.
- develop skills for identifying, understanding, and managing diverse stakeholder interests, including government entities, joint venture partners, and local communities.
- explore case studies for practical negotiation skills in various scenarios such as resource allocation, price setting, and conflict resolution.
- explore the legal frameworks and ethical issues pertinent to negotiations in the oil and gas industry, including compliance with international regulations and best practices for transparent dealings.

### Course Outline:

#### Day 1: Negotiation in the Oil & Gas Industry: An Overview

##### Introduction to Negotiation Concepts

- Key principles and theories of negotiation
- Overview of negotiation types and strategies

##### Industry Context

- Unique characteristics of the oil and gas sector
- Common negotiation scenarios in the industry (e.g., joint ventures, supply contracts, regulatory issues)

##### Stakeholder Mapping and Analysis

- Identifying and analyzing stakeholders
- Understanding stakeholder interests and power dynamics

##### Case Study Analysis

- Review of notable negotiation cases in the oil and gas industry
- Lessons learned and best practices

#### Day 2: Developing Negotiation Strategies and Tactics

- Strategic Planning for Negotiations

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- Setting objectives and defining success criteria
- Developing negotiation strategies and tactics

### **Risk Management and Contingency Planning**

- Identifying potential risks and challenges
- Creating contingency plans to address risks

### **Tactical Negotiation Skills**

- Techniques for effective communication and persuasion
- Handling objections and counteroffers

**Class Exercises:** Practical exercise on tactics and strategies of Negotiation

### **Day 3: Advanced Negotiation Techniques and Behavioral Dynamics**

#### **Advanced Negotiation Techniques**

- Leveraging power and influence
- Negotiating under pressure and managing conflicts

#### **Behavioral Dynamics in Negotiations**

- Understanding psychological and cultural factors
- Techniques for reading and influencing body language

#### **Multi-Party Negotiations**

- Strategies for negotiating with multiple parties
- Managing coalition-building and group dynamics

Class exercise: Group exercises and role-playing to practice advanced techniques

### **Day 4: Legal and Ethical Considerations in Negotiations**

- Legal Frameworks and Compliance
- Key legal issues in oil and gas negotiations
- Understanding contracts, agreements, and regulatory requirements

#### **Ethical Considerations**

- Navigating ethical dilemmas and maintaining integrity
- Best practices for ethical negotiation

#### **Practical Case Study on Negotiation with Legal and Ethical Considerations**

- Teams negotiate a complex deal while adhering to legal and ethical guidelines
- Debriefing and Analysis
- Discussion on lessons learned and areas for improvement

### **Day 5: Closing Deals and Building Long-Term Relationships**

#### **Closing Techniques**

- Strategies for achieving successful outcomes and closing deals
- Drafting and finalizing agreements

#### **Managing Post-Negotiation Relationships**

- Building and maintaining long-term relationships with stakeholders
- Strategies for managing disputes and ensuring compliance
- Participant feedback and evaluation

***This course package includes:*** Course material in soft copy, Tea break, Lunch, City tour, and certificate of attendance.

A Core 1.5 laptop with the soft copy of the course material loaded with a carrying bag will be presented to the participants at the end of the course.

**Note:** Payment is either U\$D or the prevailing parallel market rate. We do not accept government official rate.

#### **Training Methodology**

- **Methodology:** Lectures, discussions, exercises, case studies, audio-visual aids will be used to reinforce these teaching/learning methods

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