



Workshop on Effective Government Relations for the Oil & Gas Sector

May 18 - 22, 2026

**Venue: Eden Vale Hotel: Adjiringanor East Legon,
Madina, Accra, Ghana.**

Course Fee: \$3,000 per Participant

Program overview:

In today's complex regulatory and political landscape, effective government relations are critical for the success of the oil and gas sector. This training program is designed to equip professionals with the skills and strategies necessary to navigate the intersection of industry interests and government policies. Through a combination of theoretical insights and practical applications, participants will learn how to influence policy, build strategic relationships, and advocate effectively within the oil and gas sector.

For Whom:

This course is designed for professionals in the oil and gas industry, including government relations officers, public affairs managers, compliance officers, and executives involved in policy advocacy and stakeholder management.

Learning objectives:

At the end of this course, participants will be able to:

- explain the governmental structures and legislative processes that impact the oil and gas industry;
- explore how federal, state, and local regulations shape industry operations and policy;
- craft compelling policy positions and advocacy campaigns that align with industry goals;
- analyze case studies of successful and unsuccessful government relations efforts within the sector;
- identify and engage with key stakeholders, including government officials, industry associations, and non-governmental organizations;
- develop skills to effectively communicate and negotiate to build and sustain strategic partnerships;
- explore the regulatory challenges and compliance issues unique to the oil and gas sector;
- develop strategies for proactive engagement and problem-solving to address regulatory hurdles;
- explore best practices for managing government relations during times of crisis or controversy;
- examine ethical considerations and compliance requirements in government relations efforts; and
- explain the importance of transparency and integrity in building trust with governmental bodies.

Course Outline:

Day 1: Government Relations and the Oil & Gas Sector

Understanding the Oil & Gas Sector

- Overview of the industry: key players, economic impact, and current trends
- Key regulatory and policy issues affecting the sector

Government Structures and Processes

- Federal, state, and local government structures
- Legislative and regulatory processes: how laws and policies are made
- Key government agencies and their roles in the oil and gas industry

Case Study Analysis: Industry-Government Interactions

- Review of historical case studies where government relations were pivotal
- Group discussion on lessons learned and implications for current practices

Day 2: Crafting Effective Advocacy Strategies

Developing Advocacy Strategies

- Identifying key policy issues and aligning them with industry objectives
- Crafting policy positions and advocacy messages

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Building Advocacy Campaigns

- Designing advocacy campaigns: setting goals, targeting audiences, and choosing tactics
- Effective use of media and public relations in advocacy

Engagement Techniques

- Engaging with policymakers and stakeholders: strategies and best practices
- Building and maintaining relationships with government officials
- **Advocacy Strategy Development**
 - Participants develop advocacy strategies for a current industry issue
 - Peer review and feedback on proposed strategies

Day 3: Building Strategic Relationships and Networking

Identifying and Engaging Stakeholders

- Mapping stakeholders and understanding their interests and influence
- Techniques for effective stakeholder engagement and relationship management

Networking Skills

- Building and leveraging professional networks
- Best practices for networking with government officials and industry peers

Effective Communication and Negotiation

- Communicating effectively with diverse stakeholders
- Negotiation skills: techniques and strategies for successful outcomes

Day 4: Navigating Regulatory Challenges and Crisis Management

Regulatory Challenges in the Oil & Gas Sector

- Overview of common regulatory challenges and compliance issues
- Proactive strategies for managing regulatory risks and uncertainties

Crisis Management

- Developing a crisis management plan: key components and best practices
- Communicating during a crisis: strategies for maintaining credibility and managing public perception

Case Study: Crisis Management in Action

- Analysis of a real-life crisis faced by the oil and gas industry
- Group exercise: Developing a crisis response plan

Day 5: Ethics and Compliance and Action Plan Development

Ethics and Compliance

- Ethical considerations in government relations and advocacy
- Ensuring compliance with laws and regulations in government interactions

Developing a Government Relations Plan

- Participants create a comprehensive government relation plan for a specific issue or project
- Presentations and feedback from peers and instructors

Evaluating and Measuring Success

- Metrics and tools for evaluating the effectiveness of government relations efforts
- Adjusting strategies based on evaluation results.

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 USD or the prevailing parallel market rate. We do not accept government official rate.

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

For bookings and inquiries, call: +234-8051365946, +234-7087578814 (Office Lines)

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