



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

February 17 – 21, 2025, 1st Run: Lagos & Abuja

August 18 – 22, 2025, 2nd Run: Lagos & Port Harcourt

For Tutor -Led Class: 9am – 4:30pm

Workshop fee: N400, 000 per Participant

For online: Delivery via Zoom

Online course fee: N300, 000 per Participant

Available for In-plant Training

**800 US\$ for foreign
Participants**

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
- Setting objectives and defining success criteria

Human Capital Associates Global Consult Ltd is Accredited by Nigeria Council for Management Development (NCMD)

Lagos: Human Capital Associates Global Consult Ltd: Acme House 2nd Floor, Ogba Industrial Scheme, Ogba, Ikeja – Lagos

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- 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

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

LOCATIONS

1 - HCA Learning Centre. Acme House 2nd Floor, 23, Acme Road, Ogba, Industrial Scheme, Ikeja, Lagos, Nigeria

2 - Pearls Learning Hub, Plot 756, Opposite Divine Hand of God Ministry, Area 1, Garki, Abuja.

3 – Pakiri hotel Ltd., 4 Okwuruola Street, off Stadium Road, Rumuola, Port Harcourt, Rivers State.

Open Course Fee: 400, 000

In-plant Fee Negotiable

WORKSHOP FEE:

N400, 000 per participant, VAT –N30, 000

Note: this covers Workshop Fee, Tea/coffee break, Lunch, course materials and certificate of attendance.

Payment should be made into our Accounts:

Account Name: Human Capital Associates Global Consult Ltd.

Union Bank of Nig. PLC: Account No: 0097961537

First Bank of Nig. PLC: Account No: 2033683960

Keystone Bank Ltd.: Account No: 1007150325

**For Booking / Enquiry, Call: 234-8051365946, 234-7087578814
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