



**SCANDINAVIAN ACADEMY**  
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# Course: Petroleum Legal Negotiation

Code	City	Hotel	Start	End	Price	Language - Hours
266	Florence (Italy)	Hotel Meeting Room	2025-04-14	2025-04-18	5950 €	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 and Development employs modern methods in training and skills development, enhancing the efficiency of human resource development. We follow these practices:**

• **Theoretical Lectures:**

- We deliver knowledge through advanced presentations such as PowerPoint and visual materials, including videos and short films.

• **Scientific Assessment:**

- We evaluate trainees skills before and after the course to ensure their progress.

• **Brainstorming and Interaction:**

- We encourage active participation through brainstorming sessions and applying concepts through role play.

• **Practical Cases:**

- We provide practical cases that align with the scientific content and the participants specific needs.

• **Examinations:**

- Tests are conducted at the end of the program to assess knowledge retention.

• **Educational Materials:**

- We provide both printed and digital scientific and practical materials to participants.

• **Attendance and Final Result Reports:**

- We prepare detailed attendance reports for participants and offer a comprehensive program evaluation.

• **Professionals and Experts:**

- The programs scientific content is prepared by the best professors and trainers in various fields.

• **Professional Completion Certificate:**

- Participants receive a professional completion certificate issued by the Scandinavian Academy for Training and Development in the Kingdom of Sweden, with the option for international authentication.

• **Program Timings:**

- Training programs are held from 10:00 AM to 2:00 PM and include coffee break sessions during lectures.