



SCANDINAVIAN ACADEMY
For Training and Development

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Course: Oil and Gas Contract Management

| Code | City | Hotel | Start | End | Price | Language - Hours |
|------|----------------------|---------------|------------|------------|--------|------------------|
| 786 | Yerevan (Armenia) | Hotel Meeting | 2025-11-10 | 2025-11-14 | 4950 € | 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 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.