

Downstream Policies

Examining Globally Useful Policies and Practices

Introduction

Review of International Effective Policies and Practices for Downstream Policies This training course focuses on the contractual methods of oil and gas downstream as practiced internationally and is intended for professionals in the legal and non-legal industries who wish to learn about specific downstream international oil and gas arrangements. It offers a solid foundation in the essential factors and requirements for concluding oil and gas downstream agreements. This Course N Carry training course will provide you with a thorough understanding of the terminology that are significant in these transactions as well as an insight into how buyers and sellers perceive and negotiate oil, gas, and LNG sales agreements.

The goal of this Course N Carry training course is to give participants an understanding of the essential terms of contracts for the supply of oil and gas, as well as the principles that apply to contracts in marketing and trade. The vital significance of contractual negotiating and evaluation abilities, as well as contractual, legal, and regulatory compliance under common law and a few other countries, will be emphasised in this training session. You will get a grasp of the art of negotiating through the practical exercises. The elements of "the deal," timing, tactics for winning the upper hand in talks, games opponents play, effective and ineffective negotiating techniques, and the dangers of positional bargaining will all be understood by participants.

This training session on Course N Carry will emphasise:

- Recognising definitions and important downstream terms
- Principal global industry participants and downstream agreements' foundations
- Examining various model contracts and potential legal difficulties
- Transportation agreements pertaining to natural gas, Liquefied Natural Gas (LNG), and crude oil sales
- Purchase and supply agreements for gas
- Important legal contractual risk management concerns for the oil and gas industry downstream
- Effective negotiation tactics and approaches for multicultural and multinational contexts

Objectives

The objectives of this Course N Carry training programme are to give participants an understanding of the global framework and contracts governing the oil and gas industry, teach them how to assess and manage risks, negotiate and construct important downstream agreements, and comprehend how ADR is applied to downstream contracts.

By the time this Course N Carry training seminar ends, you'll know how to:

- Recognise typical contract pitfalls in the context of downstream oil and gas
- Profitably negotiate liability and indemnification clauses, insurance conditions, and downstream oil and gas contracts.
- Create and negotiate force majeure agreements for gas and oil downstream.
- Understand the primary legislative framework governing international downstream contracts and have a critical understanding of the underlying policy concerns.
- Evaluate and control risks in relation to downstream agreements.
- Comprehend and implement conflict resolution techniques in downstream agreements.

Training Methodology

Through interactive sessions with role playing, case studies, discussion groups, and scenario building, as well as a simulation exercise of negotiating oil and gas contracts involving interactive role playing by the participants, this interactive Course N Carry training course will give participants the perfect opportunity to hone and sharpen their skill sets in planning, negotiating, and drafting international downstream oil and gas agreements.

The interactive role play aims to provide participants with the opportunity to utilise the acquired knowledge and comprehension from the session to effectively negotiate oil and gas contracts. Participants will learn useful tips for controlling the risks and increasing the profits from this.

Organizational impacts

This Course N Carry training course provides a unique opportunity for professionals working in the oil and gas industry both domestically and internationally. It will help you quickly gain a better understanding of the policies and practices related to downstream oil and gas contracts, as well as enhance your negotiation strategies and contract drafting abilities.

As a result, our training programme will help your company by:

- Acquiring proficiency and enhancing the comprehension and abilities of staff members
~~managing legal risks in downstream oil and gas contracts~~

- Ability to recognise and comprehend the current worldwide practices in downstream oil and gas contracts through a variety of workshops and exercises
- How to reduce risks in contracts for oil and gas downstream
- Developing Personnel Contract Negotiation Skills

Personal Impact

Participating in this Course N Carry training course will benefit attendees because:

- An exceptional chance to quickly broaden your comprehension of the global regulations and standards pertinent to contracts involving the production of oil and gas downstream
- Enhancing your ability to construct various connected downstream contracts and your negotiating strategies
- Controlling and reducing the legal risks connected to contracts for downstream oil and gas
- Selecting the best dispute resolution method
- Increasing your confidence in negotiating and handling claims and conflicts

Who should attend?

Professionals working in the oil and gas sector internationally are the target audience for this Five-day Course N Carry course. It provides a rare chance to quickly broaden your comprehension of international laws, regulations, and contemporary practices in the context of global situations and to hone your writing methods and abilities for a range of international downstream contracts.

As a result, the following people will attend this Course N Carry training course:

- Managers of business development and commerce in domestic and foreign oil and gas firms who want to enhance their abilities in downstream negotiations and enhance their overall commercial performance
- Legal counsel participating in downstream contract negotiations or renegotiations
- Legislators, regulators, and representatives of the government seeking to broaden their understanding of downstream contracts
- Risk and insurance managers trying to lower their companies' contractual and legal hazards
- Academics, professionals, and executives want to focus on or expand their knowledge of downstream contracts.

Course Outline

Day 1

Introduction to Downstream Oil and Gas Business: Key Terms and Definitions; Dynamics of Downstream, Midstream, and Upstream; Contract Law

- The Principal International Industry Participants
- Overview of Particular Downstream Contracts
- Contract Law and the Legal System
- Essential Components of a Lawfully Binding Agreement: Agreement Establishment
- Contract Law: Terms of Agreement
- Contract Law: How to Interpret the Terms of a Contract
- Contract Law: Procedures for Violations of Agreement

Day 2

Key Terms and Definitions for the Downstream Oil and Gas Industry Introduction

- The Principal International Industry Participants
- Overview of Particular Downstream Contracts
- Contract Law and the Legal System
- Essential Components of a Contract That Can Be Lawfully Enforced
- Contract Formation under Contract Law
- Contract Law: Terms of Agreement
- Contract Law: How to Interpret the Terms of a Contract
- Contract Law: Available Remedies for Contract Breach Assessment Repercussions for Contract Violations
- Compensation damages
- Incidental and consequential damages
- Liquidated losses
- Particular performance
- Relief by Injunction

Day 3

Essentials of Oil and Gas Downstream Contracts

- Features of contracts that are downstream
- The procedure for contracts
- The business realities of the oil and gas industry
- Draughtsmanship and drafting
- Implementation
- Essential legal doctrines
- Language and cultural barriers
- Essential Legal Precepts

Day 4

Preventing Typical Contract Errors

- Features of contracts that are downstream
- The procedure for contracts
- The business realities of the oil and gas industry
- Drafts as well as enforcement drafts
- Essential legal doctrines
- Language and cultural barriers
- Essential Legal Precepts
- Agreements for the Transportation of Oil and Gas
- The agreements made in contracts to transport petroleum from the wellhead to the marketplace
- Removing and moving gas and oil (pipeline or ship)
- Standard wording included in a Transportation and Processing Agreement (TPA) for gas pipelines
- Carriage (or Trans-shipment) of natural gas (LNG) and/or crude oil to liquids (GTL)
- Global customs and sample agreements

Day 5

Option for International Arbitration and Dispute Resolution in Downstream Contracts

- Features of contracts that are downstream
- The procedure for contracts
- The business realities of the oil and gas industry
- Drafts as well as enforcement drafts
- Essential legal doctrines
- Language and cultural barriers
- Essential Legal Precepts
- Agreements for the Transportation of Oil and Gas
- The agreements made in contracts to transport petroleum from the wellhead to the marketplace
- Removing and moving gas and oil (pipeline or ship)
- Standard wording included in a Transportation and Processing Agreement (TPA) for gas pipelines
- Carriage (or Trans-shipment) of natural gas (LNG) and/or crude oil to liquids (GTL)
- Global customs and sample agreements
- The Significance of Bargaining in a Downstream Setting
- What does "negotiation mean?"
- Forms of bargaining

- Matters that require negotiation