

Efficient Government Relationships for the Oil & Gas Sector

Having an Impact on People and Policy

Introduction

Participants in this training session on effective government relations for the oil and gas sector will leave with a comprehensive understanding of the role that government relations plays in the industry. The business value that a strategic approach to government relations can provide at each stage of the oil and gas investment cycle—exploration and production, transportation, trading, processing, and distribution—will be made clear to participants.

This training programme will give participants an understanding of the role government relations plays in securing new business, establishing and enhancing a solid reputation, assisting with daily operations, handling change, and settling conflicts.

This training session on Course N Carry will emphasise:

- Analysis and reduction of political risk
- Operating licence; mapping stakeholders; new nation entry; lobbying and advocacy

Objectives

After completing this training programme, learners will understand:

- Comprehensive understanding of how to leverage a strategic government relations approach to add value to your company
- Comprehensive guidance on assessing and reducing the political risks that your company faces
- The capacity to create and carry out a government relations plan that is appropriate for your needs to support your business
- Understanding of a broad range of strategies and instruments to employ in order to enhance your capacity to handle government relations in a wide range of circumstances
- An understanding of how to integrate the government relations role with other departments, including project management, operations, finance, law, and public relations.

Training Methodology

A range of tried-and-true adult learning strategies will be employed in this training programme on Efficient Government Relationships for the Oil & Gas Sector to guarantee that the material is understood, comprehended, and retained to the greatest extent possible. There will be a lot of interaction and participation in the daily workshops.

The interactive activities and case studies included in this training programme will come from a variety of nations and circumstances. A realistic scenario-based practical business game will be the focus of one course day.

Organizational impacts

- Increase knowledge of government relations best practices and develop your capacity to assess and manage political risk.
- Boost the organization's capacity to create and carry out successful government relations plans.
- Boost the organization's capacity to identify and comprehend its constituents
- Enhanced capacity to promote win-win outcomes

Personal Impact

- Increase the trainee's proficiency with a variety of government relations instruments and techniques
- Learn more about international developments in government relations
- Learn more about the many methods used to assess and reduce political risk.
- Boost your ability to carry out government relations tactics
- Bolster participants' capacity to get and uphold an operating licence

Who should attend?

A broad spectrum of professionals who are interested in learning about government relations for the oil and gas industry will benefit from this Course N Carry training course:

- Managers of Government Relations; Political Risk Analysts
- Managers of Corporate Affairs
- Managers of External Relations
- Managers of Corporate Social Responsibility
- Public Relations Experts
- Country Managers
- Managers of assets, projects, and operations
- Managers of New Ventures
- Managers of Business Development
- Experts in Finance and Taxation
- Attorneys Risk Supervisors

Course Outline

Day 1

Overview of Successful Government Relations

- What does effective government relations entail?
- The Argument in Business for Government Relations
- To what extent does the government affect your business?
- Morals and Guidelines
- How can one go about doing government relations honourably?
- Legal Considerations
- Credibility Trends in Risk

Day 2

An analysis and mitigation of political risk

- Overview of Political Risk Stakeholders: Motivations and Agendas
- Tools for Political Risk Analysis
- World Concerns and Patterns
- Techniques for Reducing Political Risk

Day 3

Government Relations: Useful Applications and Novel Prospects

- Adding New Countries and Growing Current Activities
- Acquisitions and Mergers
- Develop and bolster your reputation
- Stakeholder Mapping: Sustainable Partnerships with Governments and Communities
- Obtaining and Preserving an Operating Licence for Change Management
- Understanding the goals and motivations of government stakeholders, advocating for change, and resolving conflicts
- Business Diplomacy: Handling Conflict Resolution with Local Communities, Government, and Other Parties
- Performing Research and Developing Win-Win Solutions

Day 4

The Government Relations Toolkit: Plans and Strategies

- Components of a Government Relations Strategy: Monitoring Outcomes and Evaluating Performance; Implementation; Tools and Tactics
- High-Level Participation in the Policy Discussion, Teamwork with Others, Resolving Issues, and Collaboration with Other Functions
- The Function of the Media, Including Social Media; The Role of CSR
- The organisation of public relations
- In the organisational chart of the corporation, where does government relations belong?
- What constitutes an effective government relations department?
- Knowledge and Experience of Managers of Government Relations

Day 5

The Business of Government Relations

- **First Session**
 - Outlining the Situation
 - Examination of Risks
 - Mapping Stakeholders
 - Strategy for Government Relations
- **Second Session**
 - Developing the Operating Licence
 - Putting the Plan into Practice
 - Controlling Expectations
 - Conformity to the Government
 - Initial Indications of Problems
- **Third Session**
 - Unstable Politics
 - Protests and Strikes
 - Fresh Possibilities
 - Fresh Collaborations
- **Fourth Session**
 - Protecting the Operating Licence
 - Extended Prospects
 - Investing or Holding On?
 - Conclusions and Lessons Learned
- **Final Thoughts**
 - What constitutes excellence in public relations?
 - Q&A