

Negotiation Skills for the Oil & Gas Industry **(Delivered via Remote Instructor Led Training)**

Course Objectives

During this 5 day online course participants will learn to apply a structured approach to effective negotiating. Combined with the break-out sessions incorporated into this programme this is designed to improve their confidence in negotiating and improve the outcomes of their negotiations.

The bulk of this interactive course comprises realistic, oil industry-based negotiating scenarios based on a variety of commercial and non-commercial situations, which will be carried out in break out groups and trainer led discussion. This is underpinned with instruction in negotiating principles and methodology, as well as essential checklists for planning and reviewing.

What Will You Learn?

You will be exposed to the Breakthrough Negotiation Strategy to help you achieve results in difficult and complex negotiations.

You will learn how to:

- Plan and prepare for negotiations
- Recognise the vital steps in a negotiated settlement and to exhaust one step before proceeding to the next
- Improve your communication skills to achieve better results
- Resolve impasse and handle difficult negotiations
- Negotiate in teams
- Negotiate in an international petroleum environment taking into account cultural differences

Who Should Attend

This introductory to intermediate level workshop is aimed at those with little or no previous negotiating experience also those that may be involved in negotiations and want to improve their skills.

The course will improve your ability and confidence. It is suitable for a variety of professionals working in the oil & gas industry. It is suited to those involved in commercial as well as inter-personal negotiations

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Course Content

This course content has been designed to be delivered via a live Remote Instructor Led platform and consists of 10 modules delivered over 5 days. The first session will run for 2½ hours to allow for introductions, subsequent sessions will be 2 hours long. Each day will consist of 2 sessions (1 morning/1 afternoon) with a break of 10 minutes during each of the sessions, time will be allowed for questions and discussions.

Understanding the Negotiation Process & Negotiating Outcomes

- Negotiation as a process
- Preparing for your negotiation
- Initiating and Presentation
- Discussion of negotiation scenarios

Communication and human behavior in negotiations

- Effective verbal and non-verbal communication
- Handling international negotiations
- Recognising cultural differences
- Overview of Bargaining & Presentation Stages
- Virtual International Negotiations
- Discussion of negotiation scenarios

Bringing the deal to a successful conclusion

- Bargaining
- Resolving impasse/concessions
- Closing the deal
- Team negotiations
- Discussion of team-based negotiation scenarios

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Breakthrough Strategies

- To the balcony – keeping your eye on the prize
- Disarm – stepping to the side
- Change the game - reframing
- Building the Golden Bridge
- Bringing them to their senses, not their knees
- Discussion of team-based negotiation scenarios

Conflict Management Styles and Disputes

- Communication styles
- Managing Conflict
- Contract Disputes
- Habits of successful negotiators
- Wrap up session

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Testimonials

“The exercises and the way the trainer taught and lead the course was amazing, I will live by a lot of what I learned in the course.” **Abdullah M. Alsabah, ADCO Kuwait**

“This is a very educative course with a lot of practical applications. Lessons learnt from the role play will help me in any future negotiations I will be involved with.” **Titus Akinwande, Seplat Petroleum**

“An excellent course that I really enjoyed, I feel more confident in negotiation and would highly recommend it to my colleagues. My first time with MDT International and honestly had an excellent time.” **Bader Al-Sabeh, Kuwait Petroleum Corp**

“Provided a safe environment for testing skills and techniques that I would not have otherwise been able to do.” **Robert Gaskell, Premier Oil**

“It was a complete journey through oil and gas negotiations.” **Hamish McHaffie, Todd Energy**

“After completing this course I understand better about the steps of a negotiator and also am more aware how important my behaviour is to the process.” **Marcos Paulo de Souza, Petrobras**

“Very experienced trainer, good communication and easy to understand. Well prepared documents and interesting examples and role play.” **Ngo Tuan Anh Cuong, PVEP**

“This course was absolutely well presented and simplified by the trainer, and I have been well informed/educated on negotiation skills which I strongly believe will help me a great deal with my present and future endeavors.” **Okesanjo Okeoghene, Total E&P Nigeria**

“Very good balance between theory and practical examples/case studies. Impressed by the vast experience and real-life stories told by the trainer.” **Bahruz Rustamov, SOCAR**