IPI Academy

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Presented by
Falconbury

Essential Contracting Skills for the Upstream Oil and Gas Industry

9-10 February 27
+ 16-17 September 27

Essential oil & gas contracting skills training for lawyers, procurement managers, and contract professionals. Learn drafting techniques, negotiation strategies, clauses specific to upstream industry agreements, jurisdiction choices and dispute handling

Format:
Live online

CPD:
6 hours for your records

Certificate of completion

Course overview

The accelerated pace of change in the oil and gas industry makes this one of the world's most challenging and complex sectors in which to understand, draft and negotiate contracts.

This training course will enhance your knowledge of the agreements commonly used in the upstream oil and gas industry, including joint operating agreements (JOAs) and alliances, which are crucial for the collaboration and efficient operation of oil and gas ventures.

The expert trainer will take you through drafting agreements for offshore design, engineering and construction work, ensuring clarity and precision in contract terms to avoid potential legal pitfalls.

The training course also looks at the complex wording around force majeure and frustration in oil and gas contracts. It's important to understand the implications of these two critical concepts that address unforeseen events impacting contract performance to effectively manage risks and responsibilities.

It's also essential to get to grips with the best strategies for handling disputes in oil and gas contracts to maintain business continuity and protect interests in a highly competitive and regulated industry. The trainer will discuss latest tips and the pitfalls to look out for.

Understanding the differences between law and jurisdiction is also vital, as these determine the applicable legal framework and the venue for resolving disputes, respectively. This knowledge ensures that agreements are not only legally sound but also enforceable, providing a solid foundation for successful and sustainable oil and gas operations.

This essential oil & gas industry training course focuses on understanding and drafting contracts related to this complex industry. It will serve as either an in-depth introduction for newcomers or a useful update/refresher for those with some experience in the industry.

Benefits of attending

By attending this training course you will:

- **Gain** knowledge of agreements that are in common use in the upstream oil and gas industry
- **Learn** about joint operating agreements and alliances
- **Understand** how to draft agreements for offshore design, engineering and construction work
- **Master** the complex wording around force majeure and frustration and its implications
- **Get to grips** with how best to deal with disputes in oil and gas contracts
- **Understand** the differences between law and jurisdiction

Who should attend?

This training course will be of particular benefit to:

- In-house lawyers
- Procurement managers
- Contract managers
- Contract analysts
- Contract engineers
- Contractors and sub-contractors

Including those new to the industry and those looking for a refresher course.

Programme

Day 1

Essentials of contract law

- Contracts and Torts
- Nature of contract law – liability is strict unlike in Tort
- Certainty more important than fairness
- Understand what you sign
- Fundamental breach -v- breach of fundamental obligations

Two kinds of energy contract

- Investor contracts: joint ventures and production sharing agreements
- Construction and service contracts
- Confidentiality and non-disclosure agreements
- Exclusivity agreements

Joint operating agreements and alliances

- Relationship between the parties
  - Scope
  - Interest of the parties
  - The role of the Operator
  - Rights and duties of the Non-Operator
- Risk allocation within JOA
  - Penalties for default

Day 2

Drafting agreements for offshore design, engineering and construction work

- Including EPC contracts (engineer procure construct)
- Basic features of an EPC contract
- Key oil and gas specific clauses
- Key performance clauses
- Performance guarantees & liquidated damages

Frustration and Force Majeure in the energy business

- Dealing with the unexpected – covid, wars, price rises etc
- Frustration is the common law doctrine but is very narrow so consider using FM clauses to increase your ability not to be bound by unexpected events
- Wording is very important

Dealing with disputes in oil and gas contracts

- Choice of method
- Litigation
- Arbitration
- Mediation
- Expert determinations

Choice of jurisdiction

- Contracts can be governed by the law and jurisdiction chosen by the parties
- Difference between law and jurisdiction
- Why English Law is the preferred jurisdiction for global commerce, including energy

Presenter



Scott Styles

Scott C. Styles is senior lecturer at the University of Aberdeen Law School. He is Assistant Editor of Daintith and Willoughby, the leading book on UK oil and gas law. He has many years experience of teaching and researching oil and gas law, with a particular focus on regulatory matters and contracting.

Course dates

9-10 February 27	**Live online** 13:30-17:00 **UK (London)** (UTC+00) *Course code 17636*	GBP **599** ~~699~~ EUR **839** ~~979~~ USD **963** ~~1,119~~ **Until 15 Dec**
16-17 September 27	**Live online** 13:30-17:00 **UK (London)** (UTC+01) *Course code 17332*	GBP **599** ~~699~~ EUR **839** ~~979~~ USD **963** ~~1,119~~ **Until 22 Jul**

How to book

Online:
ipi.academy/2639

Alternatively contact us to book, or if you have any queries:

Email:
info@ipiacademy.com

Phone:
+44 (0)20 7749 4749

Discounts

- Booking more than one delegate on any one date qualifies for a **30% discount** on the second and subsequent places.
- Most events qualify for an **early booking discount** prior to 6 weeks before the course date. Be sure to check on our website, where the latest discounts will be shown.

Further information

Fee
The fee includes all meals and refreshments for the duration of the course (for venue-based courses) and a complete set of course materials (provided electronically). If you have any particular requirements, please advise customer services when booking.

Please note
IPI Academy (and our training partners) reserve the right to change the content and timing of the programme, the speakers, the date and venue due to reasons beyond their control. In the unlikely event that the course is cancelled, we will refund the registration fee and disclaim any further liability.

Terms and conditions
The rest of the our terms, the event cancellation policy and the terms and conditions are on our website, please visit ipi.academy/content/terms-and-conditions

Reviews

★★★★★

In my opinion the speaker was a qualified and skilful professional who was easy to be heard and understood. The program and the content was clear and useful.

Saliev Alexey
Chief Specialist of the Legal Department of JV

Oct 29 2024

★★★★★

[Speaker] was great during the webinar and is very knowledgeable on all subjects. Clarity, engagement and organisation was second to none. thank you :)

Scott Boyne
Contracts Advisor

Oct 29 2024

★★★★★

I wanted to form general knowledge and I succeeded thanks to the seminar. Thank you.

Khadur Olga
Lawyer
Vietsovpetro
Oct 29 2024

Run this programme in-house for your whole team

Coming to IPI Academy for your in-house training provides an all-inclusive service which gives you access to a wide variety of content, learning platforms and delivery mechanisms as well as your own personal training adviser who will work with you from the initial enquiry through to feedback and follow-up after the programme.

With over 600 trainers, all practitioners and experts across a huge range of fields, we can provide the training you need, where you need it, when you need it, and at a price which suits your budget. Our approach to tailored learning and development consists of designing and delivering the appropriate solution for each client.

For your FREE consultation and to find out more about how we can work with you to solve your training needs, please contact our training advisers:



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IPI Academy

IPI Academy is a training initiative of Falconbury and Management Forum; leading providers of industry training for over 30 years, based in the UK.

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