Training - Negotiation of Exploration-Production Contracts

CNEP-EN-P

Face-to-face only

4 days

To have an overview of the EP patrimonial contract negotiation and to develop or deepen a skill in negotiating, using rigorous methodology and innovative approach

Level

Skilled

Public

People who could participate in one or more stages of an EP contract negotiation: negotiators, project managers, explorers, engineers, lawyers, economists, advisors, managers from the public sector related to the energy sector and representatives of national companies

Objectives

Attendees will be able to implement the following skills:

- Describe the different ways to access acreage
- Use a rigorous methodology and innovative approach for upstream contracts negotiation
- Make an objective and comprehensive report to their management and anticipate objections

Pedagogical & technical resources

Simulation of a negotiation (role play where each stakeholder is played by a different team) allowing real-life negotiation case

Assessment of achievements

- Trainees are assessed throughout the training through practical application phases and interactions with the trainer
- A final on-the-spot evaluation may also be carried out at the end of the course and/or at the end of each module using tests designed to verify the learners' understanding and assimilation of the knowledge linked to the training objectives

Prerequisites

No prerequisites are necessary to follow this course

Responsable

IFP Training instructors, with expertise in the field and trained in modern teaching methods adapted to the specific needs of learners from the professional world

Program

REMINDER OF CONTRACTUAL & FISCAL FRAMEWORK OF EXPLORATION-PRODUCTION — 0.5 day

Concession, Production Sharing Agreement, Service Contracts.
Analysis of the contract contents' analysis.
Distribution of the different items into homogeneous “bundles”: clauses related to the exploration stage, clauses conducting operations, clauses related to economic and tax calculations, to pure legal issues, to financial terms, etc.

Important clauses of a contract to prepare a negotiation.

REMINDER OF ECONOMIC EVALUATION OF E&P PROJECTS 0.5 day

Cost of capital and discount rate, value creation.
Economic criteria for project evaluation: net present value (NPV), internal rate of return (IRR), payback period, etc.
Global profitability analysis, the impact of taxation and inflation on economic indicators.

NEGOTIATION SKILLS 0.5 day

Negotiation principles: methodology and techniques.
Preparation for negotiating: principles, economic reminders, technical reminders (reserves, etc.).

ROLE PLAY 2.5 days

Case study preparation per team (Joint Venture: JV, State).
Preparation for the first round of negotiation (contact and consultation).
First simulation and debriefing, updating the negotiation plan.
Preparation for the second round of negotiation (confrontation and early conciliation).
Second simulation and debriefing, updating the negotiation plan.
Preparation for the third round of negotiation (construction of the agreement and conclusion).
Third simulation and debriefing.
Preparation of the report to the management and presentation.

To French entities : IFP Training is referenced to DataDock ; you may contact your OPCO about potential funding.
Please contact our disabled persons referent to check the accessibility of this training program : referent.handicap@ifptraining.com