

Advanced Oil and Gas Contract Management Training Course

19 – 30 July 2027
Athens

AGILE LEADERS
Training Center

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Ref: 2033_249501 **Date:** 19 – 30 July 2027 **Location:** Athens **Fees:** 15000 Euro

Overview

Advanced Oil and Gas Contract Management Training Course is a two-week course for contract, commercial, legal, procurement, and project professionals who leave with an Oil and Gas Contract Management Decision Pack. Participants connect contract strategy, agreement selection, clause interpretation, risk allocation, negotiation, administration, change, claims, and closeout. The course converts legal and commercial terms into controlled operational actions and evidence. Agile Leaders Training Center presents this course on advanced oil and gas contract management.

Who Should Attend

- Teams responsible for contract strategy and commercial governance
- Functions responsible for drafting, review, and legal risk
- Personnel responsible for sourcing, tendering, and supplier agreements
- Groups responsible for project contract administration and performance
- Teams responsible for changes, claims, and dispute prevention

The course assumes participants can read commercial agreements and support contract decisions at work; it leaves out introductory legal studies and jurisdiction-specific legal advice.

Departments and Industries

The course supports departments and industries that structure and administer agreements for energy assets and services.

- Oil and gas operators and service companies
- Energy transportation and processing businesses
- Contracts, commercial, and legal departments
- Procurement and supply chain functions
- Projects, engineering, and operations teams
- Infrastructure and industrial service organizations

Learning Objectives

By the end of this course, participants will be able to:

- Compare oil and gas contract families and purposes
- Build a contract strategy and risk allocation matrix
- Analyze commercial, liability, and performance clauses
- Use negotiation and contract administration controls
- Evaluate changes, claims, and dispute pathways
- Prioritize closeout actions and lessons

Course Agenda

Day 1: Map the Contract Landscape

- Oil and Gas Value-Chain Contract Map
- Contract Family and Commercial Purpose Matrix
- Joint Operating Agreement Interface Map
- Farmout and Service Agreement Comparison
- Contract Lifecycle Governance Charter

Day 2: Develop Contract Strategy

- Make-or-Buy and Sourcing Decision Framework
- Contracting Strategy Options Matrix
- Scope Definition and Interface Register
- Commercial Model Selection Checklist
- Tender-to-Award Responsibility Map

Day 3: Interpret Core Clauses

- Definitions and Interpretation Review Method
- Rights and Obligations Clause Matrix
- Representations and Warranties Checklist
- Term, Suspension, and Termination Logic Map
- Entire Agreement and Document Priority Schedule

Day 4: Allocate Contract Risk

- Risk Allocation Principle Map
- Indemnity and Liability Allocation Matrix
- Insurance and Security Requirement Register
- Force Majeure Assessment Framework
- Governing Law and Dispute Clause Checklist

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Day 5: Structure Commercial Terms

- Pricing and Payment Mechanism Model
- Cost Reimbursable and Lump-Sum Comparison
- Performance Security and Guarantee Schedule
- Tax and Change-in-Law Allocation Sheet
- Audit Rights and Financial Control Checklist

Day 6: Plan and Conduct Negotiations

- Negotiation Issue and Interest Map
- Fallback Position and Authority Matrix
- Concession Exchange Log
- Clause Drafting and Redline Protocol
- Negotiated Agreement Decision Record

Day 7: Mobilize Contract Administration

- Contract Handover and Mobilization Checklist
- Obligation and Deliverable Register
- Notice and Communication Protocol
- Contract Calendar and Milestone Tracker
- Contract Administration Responsibility Matrix

Day 8: Manage Performance and Change

- Contractor Performance Dashboard
- Service-Level and Acceptance Criteria Matrix
- Change Request Evaluation Workflow
- Variation and Change Order Log
- Delay and Schedule Impact Record

Day 9: Prepare Claims and Prevent Disputes

- Contract Entitlement Assessment Method
- Cause-Effect and Quantum Evidence File
- Claims Notice and Submission Checklist
- Dispute Escalation Ladder
- Settlement Option Evaluation Matrix

Day 10: Practice Contract Lifecycle Decisions

- Suggested Exercise: Select a Contracting Model
- Suggested Exercise: Negotiate a Risk Clause
- Suggested Exercise: Evaluate a Change and Claim
- Suggested Exercise: Build a Closeout Action List
- Capstone Exercise: Present an Oil and Gas Contract Management Decision Pack

Practical Exercises

The course uses suggested activities to turn contract terms and project events into traceable commercial decisions.

- Suggested activity: compare agreement types and select a contracting model for an operating scenario.
- Suggested activity: allocate liability, indemnity, insurance, pricing, and performance risks in a clause matrix.
- Suggested activity: negotiate a change while recording authority, concessions, notices, and evidence.
- Suggested activity: assess a claim and prepare administration, escalation, and closeout actions.

FAQs

Who suits advanced oil and gas contract management training, and what does it assume?

Contract, commercial, legal, procurement, project, and operations professionals suit the training. It assumes practical ability to read agreements and contribute to contract decisions.

How does advanced oil and gas contract management differ from general contract training?

Advanced oil and gas contract management applies lifecycle controls to sector-specific operating, service, joint venture, transportation, and sales interfaces. General training usually emphasizes broad legal principles without the same operational and commercial context.

How is risk allocated in oil and gas contracts?

Risk is allocated through scope, responsibility, indemnity, liability, insurance, security, pricing, performance, force majeure, change, termination, and dispute provisions that align control with exposure.

What records support oil and gas contract claims?

Claims rely on timely notices, contract entitlement, instructions, correspondence, schedules, cost records, performance evidence, cause-and-effect analysis, mitigation records, and a traceable calculation of impact.

How does oil and gas contract management prevent disputes?

Contract management prevents disputes through clear responsibilities, controlled communications, obligation tracking, early change evaluation, documented decisions, issue escalation, and evidence-based negotiation before positions harden.

Conclusion

Participants take an Oil and Gas Contract Management Decision Pack back to their organization. It connects strategy, clauses, risk allocation, negotiation, obligations, performance, change, claims, escalation, and closeout evidence. Teams can use the pack to administer agreements consistently, protect decision rights, and resolve commercial issues earlier.