

Effective Government Relations for the Oil & Gas Sector

DAY 1

Introduction to Effective Government Relations

What is effective Government Relations?

- The Business Case for Government Relations
- How important is government to your business?

Ethics and Principles

- How to conduct Government Relations with integrity?
- Legal Aspects
- Reputation Risk
- Trends

DAY 2

Political Risk Analysis and Mitigation

- Introduction to Political Risk
- Stakeholders: Agendas and Drivers
- Political Risk Analysis Tools
- Global Issues and Trends
- Strategies for Mitigating Political Risk

DAY 3

Effective Applications of Government Relations

New Opportunities

- New Country Entry
- Expanding Existing Operations
- Mergers and Acquisition

Build and Strengthen Reputation

- Stakeholder Mapping
- The License to Operate: Sustainable Relations with Governments and Communities
- Gaining and Maintaining a License to Operate

Managing Change

- Advocacy and Lobbying
- Understanding Government Stakeholder Agendas and Drivers
- Building a Case for Change

Resolving Disputes

- Business Diplomacy
- Resolving Disputes with Government, Local Communities and other Stakeholders
- Conducting Due Diligence
- Creating Win-Win Solutions

DAY 4

The Government Relations Toolbox

Strategies and Plans

- Elements of a Government Relations Strategy^{[1][2]}
- Implementation^{[1][2]}
- Monitoring Results and Assessing Performance^{[1][2]}

Tools and Tactics

- High Level Engagement
- Engaging in the Policy Debate^{[1][2]}
- Joining Forces with Others^{[1][2]}
- When Things Go Wrong^{[1][2]}

Synergy with other Functions

- Tax^{[1][2]} Role of Media including Social Media
- Role of Corporate Social Responsibility

- Public Relations^[11]_{SEP}

Organisation

- Where does Government Relations fit in the company's org chart?
- What does a fit-for-purpose Government Relations department look like?
- Skills and Experience of Government Relations Managers

DAY 5

The Government Relations Business Game

Session 1

- Introducing the Scenario
- Risk Analysis
- Stakeholder Mapping
- Government Relations Strategy

Session 2

- Building the License to Operate
- Implementing the Strategy
- Managing Expectations
- Alignment with the Government
- First Signs of Trouble

Session 3

- Political Instability
- Strikes and Protests
- New Opportunities
- New Partnerships

Session 4

- Defending the License to Operate
- Long Term Outlook
- Divestment or Staying-on?

- Lessons Learned and Conclusions