

## **DAY 1**

### **The Basics of Due Diligence in The Oil And Gas Business**

- The definition of due diligence in different contexts
- The changing dynamics of the global oil and gas business
- The strategic impact of due diligence in business planning
- How attractive is the market sector that we are evaluating?
- How strong is our performance in this market sector?
- What is the potential for sustainable profitable growth?
- Due diligence in contract formation and negotiations context

## **DAY 2**

### **Applying Due Diligence in Partner and Investor Analysis**

- A rigorous process for identifying partners and investors
- Due diligence and agreements between co-ventures (JOA)
- Due diligence and production sharing agreements (PSA)
- Clarifying the goals and requirements of investors and partners
- Evaluating the financial strength of potential partners and investors
- Guidelines on partner and investor selection
- Creating an effective “*tissue match*” with partners and investors
- Sustaining effective relationships for the long term

## **DAY 3**

### **Applying Due Diligence in Risk Analysis and Risk Management**

- Identification of types of risk in this company
- Quantitative and qualitative tools and techniques of risk analysis
- Best practice in risk management – *a structured process*
- The emerging concept of “risk engineering”
- International standards and requirements of corporate governance

## **DAY 4**

### **Applying Due Diligence in Managing Partnerships**

- The managerial differences between a strategic alliance and a joint venture
- The process of agreeing the business case
- Negotiating the terms of an alliance or a joint venture
- Choosing the most effective partnership structure
- The life cycle of a partnership and the challenge of renewal

## **DAY 5**

### **Applying Due Diligence in Strategic Planning & Dispute Resolution**

- The importance of dispute resolution in oil and gas business
- Due diligence strategy in preventing costly litigation through effective use of ADR option
- Types of dispute resolution vehicles (arbitration, mediation, expert determination)
- What is strategy and why is it important?
- Example of a strategic planning framework
- Management and control – *dealing with variance and divergence*
- Balancing short-term and long-term programmes and projects
- Due diligence in aligning strategy and operations
- Discussion – interaction – agreeing priorities for the company
- Delegates' personal plans for follow-up action