

## DAY 1

### *Introduction to Oil and Gas Contracts, Licencing and Production Rights*

- Principal Licensing and Contractual Arrangements
- Upstream and Downstream Contracting
- Financing in the International Oil & Gas Industry
- Specific Risks in Upstream & Downstream Contracts
- Sale and Purchase and Transportation Agreements
- Contractual Claims and Resultant Disputes
- The Role of Negotiation Strategies in Dispute Avoidance under Oil & Gas Contracts

## DAY 2

### *Emergence of New Contractual Arrangements*

- The Modern Concession Contracts
- The Production Sharing Contracts
- Participation Agreements and Joint Operation Agreements (JOA)
- Service Contracts, Pure Service Contracts, Risk Service Contracts
- Environmental Impacts in the Context of Protection Policies and Requirements
- Regulatory Framework, Institutional Factors and Infrastructure
- Comparative Analysis of the Different Contract Forms

## DAY 3

### *Stabilisation Clauses and International Petroleum Agreements*

- Stabilisation Clauses Defined
- Typology of Stabilisation Clauses
- Validity and Efficacy of the Stabilisation Clause
- Stabilisation Clauses and the National and International Law
- The Re-negotiability of International Petroleum Agreements: Stability vs. Flexibility
- The Triggering Events for Renegotiation

## DAY 4

### *Key Contractual Issues & Risk Allocation in Oil and Gas Contracts*

- Liabilities & Exclusion and Limitation
- Indemnity and Exclusion Clauses: Why the need?
- Distinctions and Definitions: Indemnity vs. Exclusion vs. Limitation
- Mutual Hold Harmless – *The 'knock for knock' regime*
- Forms of Exclusion Clauses (and why it matters) Common Carve-outs
- Performance & Penalties
- Termination Clauses and Right to Terminate
- Force Majeure, Change in Law and other Disputes

## DAY 5

### *Methods of Dispute Resolution under Cross Border / International Agreements*

- Arbitration & Mediation – *Important Differences*
- Mediation and Conciliation, Adjudication, Dispute Boards - *save time and costs*
- Enforcement of International Arbitration Awards under the New York Convention
- Contemporary Developments in Case Law and Legislation