

## **DAY 1**

### *Introduction to Local Content in the Oil and Gas Industry*

- Oil and Gas Industry: Setting The Scene
- What is Local Content?
- Understanding the Context and Current Overview of Major Themes in Local Content Laws and Regulation
- Company Perspectives
  - The Role of International Oil Companies
  - The Role of National Oil Companies

## **DAY 2**

### *Local Content In Procurements And Contracts*

- Understanding the Underlying Concepts Local Content Policy Provisions Applicable in the Oil & Gas Business
- How to Make Quick Wins In: Procurement of Goods and Services from Local Suppliers, Employment and Development of Local Workforce, Knowledge and Technology Transfer
- Building and Developing Human Capacity
- Developing Oil and Gas Industry Capacity
- Building A Globally Competitive Supplier Base: Focusing On Community Participation In The Supply Chain
- Procurement And Contract Strategy

## **DAY 3**

### *Developing A Local Content Plan*

- How to Approach A National Content Plan
- Content Implementation
  - Implementation, Measurement And Monitoring Of Local Content
  - Group Session: Local Content Strategy From A Company Perspective
  - Corporate Social Responsibility (CSR)
- Local Content Agenda, Targets, Measures and Mechanisms to Meet Local Content Requirements, Monitor and Implement Targets Performance of Local Content

## DAY 4

### *Local Content Management Plan (LCMP)*

- Opportunities Driving Forces, Issues, Obstacles in Nationalizing Host Countries Workforce, Challenges and their Effective Solutions of Localization of Workforce and Suppliers for the Satisfaction of Local Content Requirements
- Maximisation of the Commercial Success of Projects with Local Content Quick Wins
- Quick Wins in Supplier Development and Training of National Suppliers and Workforce
- Challenges and Opportunities
- Managing Expectations
- Key Factors in Developing and Implementing a Local Content Strategy
- Developing Local Content Management Plan (LCMP)
- Incorporating Local Content in a Contractual Strategy
- Key-factor and Associated Risks
- Setting-up and Management of a LCMP

## DAY 5

### *Negotiation and Drafting of Local Content Provisions*

- Contract Drafting and Negotiation
- Ways to Measure Local Content
- The Balanced Scorecard and other Tools in Local Content
- Consequences of Local Content Provisions on the Execution of a Procurement Contract
- Contractual Strategy including Impact on Oil and Gas Contracts
- Tendering Process
- Recommendation and Awarding
- Execution - Control
- Impact of Local Content Provisions on Workforce Management
- Employment, Training and Education