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COURSE BROCHURE

Oilfield Service Contract Terms and Negotiation Training Course

21 – 25 March 2027
Dubai

Oilfield Service Contract Terms and Negotiation Training Course

Ref: 1481_54905 **Date:** 21 – 25 March 2027 **Location:** Dubai **Fees:** 4900 GBP

Oilfield Service Contract Terms and Negotiation is a 1-week training course for contract, procurement and commercial staff who buy or sell drilling, well services and EPC work, built around one work product: a contract negotiation plan for a named service agreement. Rig and service markets swing between tight and slack, so the terms agreed today decide who carries cost and risk for years. Jupiter Prime Training offers this subject to operators and contractors.

Why Oilfield Service Contract Terms and Negotiation Matter Now

Operators want lower day rates and stronger performance incentives, while contractors push back on open-ended liabilities after costly incidents. Insurers price indemnity gaps more sharply, and finance teams now question every rate escalation clause. Contract teams that understand how indemnities, pricing and termination terms interact close deals faster and avoid claims later; those that treat terms as boilerplate discover their exposure only when a well blows out or a schedule slips. The course rests on the knock-for-knock indemnity model and the best alternative to a negotiated agreement BATNA as its core negotiation concept.

Who Gains Most from Oilfield Service Contract Terms and Negotiation

- Contract engineers who draft and administer drilling and well services agreements
- Procurement specialists who run tenders for oilfield services and EPC packages
- Commercial staff at service companies who price bids and negotiate terms
- Legal advisers who review indemnity, insurance and termination clauses
- Project and drilling managers who sign off commercial positions

A buyer or seller organisation gains most when its contract, legal and operations members attend together and build one negotiation position.

Oilfield Service Contract Terms and Negotiation Capabilities

Participants trace how each clause moves cost and risk between operator and contractor, then negotiate with that map in hand.

- Assess drilling, well services and EPC contract structures — sourcing strategy
- Weigh knock-for-knock and fault-based indemnity options — legal and insurance advisers
- Calculate day rate, lump sum and reimbursable pricing outcomes — commercial approvers
- Design a BATNA and concession plan before talks open — negotiation leads
- Test termination, suspension and force majeure terms against scenarios — project managers
- Communicate agreed positions in a clear term sheet — contract owners

Key Oilfield Service Contract Terms and Negotiation Terms

- Knock-for-knock indemnity — an allocation where each party bears injury to its own people and loss of its own property, whoever is at fault.
- Day rate — a daily charge for a rig or crew, often with reduced rates for standby, repair or moving.
- Lump sum turnkey — a pricing model in which the contractor delivers a defined scope for a fixed price and carries cost overrun risk.
- Consequential loss — indirect losses such as lost production or profit, usually excluded for both parties.
- BATNA — the best alternative to a negotiated agreement, the option a party will take if the current deal fails.
- Term sheet — a short summary of agreed commercial and risk positions used to guide final contract drafting.

Oilfield Service Contract Terms and Negotiation Day by Day

Day 1: Service Contract Landscape

- Drilling, Well Services and EPC Contract Families — Choosing the Right Form
- Market Cycle Effects on Rates — Timing Tenders and Renewals
- Scope of Work and Specification Drafting — Preventing Later Variations
- Contract Strategy Matrix — Single Source, Frame or Competitive Tender
- Stakeholder Map for Contract Approval — Who Signs What

Day 2: Risk Allocation Clauses

- Knock-for-Knock Indemnity Structure — People and Property Allocation
- Pollution and Well Control Liabilities — Above and Below Surface
- Consequential Loss Exclusions — Lost Production and Profit
- Insurance Requirements and Waivers — Matching Cover to Indemnities
- Limitation of Liability Caps — Setting Defensible Ceilings

Day 3: Pricing and Performance

- Day Rate Structures — Operating, Standby, Repair and Moving Rates
- Lump Sum and Turnkey Models — Transferring Cost Overrun Risk
- Reimbursable and Target Cost Pricing — Sharing Savings and Overruns
- Key Performance Indicators and Bonus Schemes — Rewarding Efficiency
- Rate Escalation and Index Clauses — Handling Market Shifts

Day 4: Preparing and Running the Negotiation

- BATNA and Reservation Point Setting — Knowing When to Walk Away
- Concession Planning Tables — Trading Terms Rather Than Giving
- Questioning and Anchoring Tactics — Shaping the Opening Exchange
- Termination, Suspension and Force Majeure Positions — Scenario Testing
- Deadlock Breaking Options — Packaging and Conditional Offers

Day 5: Practising the Negotiation Plan

- Contract Strategy for a Sample Drilling Tender — Applying Day 1
- Indemnity and Insurance Position Paper — Applying Day 2
- Pricing Model Comparison and Mock Negotiation — Applying Days 3 and 4
- Term Sheet Drafting from Agreed Points — Locking In Outcomes
- Contract Negotiation Plan — Completed for the Named Service Agreement

Applying Oilfield Service Contract Terms and Negotiation After the Course

- Map the indemnity and insurance clauses of one live service contract and flag gaps for legal review.
- Prepare a BATNA and concession table before the next rate renewal meeting with a key contractor.

Oilfield Service Contract Terms and Negotiation Questions FAQ

What are oilfield service contract terms and negotiation, and why do they matter now?

They are the clauses that allocate risk and price in drilling, well services and EPC agreements, and the skills to agree them. Volatile markets and costly incidents make these terms decisive for both cost and liability.

Which roles gain most from oilfield service contract terms and negotiation?

Contract engineers and procurement specialists gain most, together with service company commercial staff, legal advisers and managers who approve commercial positions.

How does oilfield service contract terms and negotiation differ from a general commercial negotiation course?

It applies negotiation to oilfield clauses specifically. A general commercial negotiation course covers any deal; here you work through knock-for-knock indemnities, day rates, well control liabilities and EPC pricing.

What do you bring back from oilfield service contract terms and negotiation training?

You bring back a negotiation plan for one service agreement, with a contract strategy, risk position paper, pricing comparison, BATNA and term sheet.

Oilfield Service Contract Terms and Negotiation: The Way Forward

The contract negotiation plan first informs which terms the team will trade and which it will hold in the next tender or renewal. Contract engineers, legal advisers and approving managers use it to align before talks open. After the first negotiation, revisit which concessions bought real value and which were given away too early.