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COURSE BROCHURE

# Multi-Party Oil and Gas Negotiation Strategy Training Course

14 – 18 November 2027
Abu Dhabi

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# Multi-Party Oil and Gas Negotiation Strategy Training Course

**Ref:** 1485_55050 **Date:** 14 – 18 November 2027 **Location:** Abu Dhabi **Fees:** 6500 GBP

Multi-Party Oil and Gas Negotiation Strategy is a 1-week training course for senior commercial, business development and government relations managers who lead talks with three or more parties, built around one work product: a multi-party negotiation strategy map for a live deal. Host states, partners and gas buyers now share one table with competing mandates. Jupiter Prime Training offers this subject to operators, national companies and midstream groups.

## Why Multi-Party Oil and Gas Negotiation Strategy Matters Now

Three forces reshape these talks. Host states seek larger fiscal takes and local content; consortium partners differ in cost of capital and appetite for delay; and gas buyers want flexible volumes and price reviews. An organisation that maps coalitions early secures unitisation and offtake terms on time, while one that negotiates bilaterally in a multi-party setting faces blocking minorities and stalled sanction decisions. The course rests on the Best Alternative to a Negotiated Agreement BATNA, the Zone of Possible Agreement ZOPA and interest-based negotiation from the Harvard Negotiation Project.

## Who Gains Most from Multi-Party Oil and Gas Negotiation Strategy

- Commercial leads who set mandates for production sharing and host government agreements
- Business development heads who assemble consortia for new acreage and pipelines
- Government relations managers who handle ministries, national companies and fiscal authorities
- Gas marketing managers who negotiate sales and transportation terms with several buyers
- Asset and venture managers who resolve unitisation and redetermination disputes between licence holders

Deal teams whose commercial, legal and government relations leads attend together gain most, leaving with one shared map.

## Multi-Party Oil and Gas Negotiation Strategy Capabilities

Participants move from reading a single counterparty to managing a web of mandates, coalitions and ratification steps across a deal.

- Map every party's interests, BATNA and decision authority — the opening mandate
- Build coalitions and sequence approaches to partners — the order of first meetings
- Design concession packages across fiscal, volume and tract terms — the trade-off envelope
- Weigh unitisation equity and redetermination options — the partner vote on tract participation
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Apply deadlock-breaking tools such as single text and expert determination — the escalation route
- Communicate positions to boards, ministries and lenders — internal ratification

## Key Multi-Party Oil and Gas Negotiation Strategy Terms

- BATNA — what a party does if talks fail; its walk-away point.
- ZOPA — the range of terms every required party could accept.
- Unitisation — joint development of a reservoir crossing licence boundaries, with production shared by agreed tract participation.
- Blocking coalition — a group of parties whose combined votes or consents can stop a deal.
- Single negotiating text — one draft circulated and revised by a facilitator.
- Take-or-pay — a gas sales clause obliging the buyer to pay for contracted volume even if not taken.

## Multi-Party Oil and Gas Negotiation Strategy Day by Day

### Day 1: Parties, Mandates and Leverage

- Stakeholder and Party Mapping — Who Must Sign and Who Can Block
- Interest Versus Position Analysis — Hidden Priorities of States and Partners
- BATNA and ZOPA Estimation for Each Party — Realistic Walk-Away Points
- Decision Authority and Ratification Chains — Ministries, Boards and Lenders
- Information Asymmetry in Reserves and Cost Data — What to Disclose

### Day 2: Host Government Agreements

- Fiscal Terms in Production Sharing and Concessions — Government Take Trade-Offs
- Local Content and Social Investment Requests — Package Versus Single Issue
- Stabilisation and Renegotiation Clauses — Long-Term Investor Protection
- Cultural and Protocol Factors with Ministries — Meeting Format and Pace
- Signature Bonus and Work Commitment Bargaining — Exploration Phase Exposure

### Day 3: Unitisation and Gas Sales Talks

- Tract Participation and Redetermination Mechanisms — Equity Split Between Licence Holders
- Pre-Unitisation Agreements and Data Sharing — Pace of Joint Evaluation
- Gas Sales Price Formulas and Review Clauses — Seller and Buyer Risk
- Take-or-Pay, Flexibility and Delivery Terms — Volume Commitment Levels
- Pipeline and Processing Access Negotiation — Third-Party Tariff Terms

### Day 4: Coalitions and Deadlock Breaking

- Coalition Building and Sequencing Models — Order of Partner Approaches
- Blocking Minority Analysis and Voting Thresholds — Consent Risk
- Single Negotiating Text and Facilitator Roles — Breaking Draft Battles
- Expert Determination and Mediation Options — Escalation Without Arbitration
- Linkage and Side-Payment Design — Unlocking Stalled Issues

## Day 5: Practising the Multi-Party Negotiation Strategy Map

- Simulated Host Government Round Using Day 2 Terms — Team Mandate Testing
- Unitisation Redetermination Simulation Using Day 3 Mechanisms — Equity Concession Sequence
- Coalition Rehearsal Applying Day 4 Sequencing — Partner Alignment Before Plenary
- Ratification Briefing for Board and Ministry — Internal Approval Path
- Multi-Party Negotiation Strategy Map Completion — Live Deal Plan

## Applying Multi-Party Oil and Gas Negotiation Strategy After the Course

- Run a party-mapping session on a live unitisation or gas sales deal, recording each party's BATNA and blocking power.
- Draft a single negotiating text for the next consortium meeting and agree a concession sequence with internal approvers.

## Multi-Party Oil and Gas Negotiation Strategy Questions FAQ

### What is multi-party oil and gas negotiation strategy and why does it matter now?

It is the planning of talks where host states, partners and buyers all hold consent rights. It matters now because fiscal reviews, consortium changes and flexible gas contracts put more parties at the table.

### Which roles gain most from multi-party oil and gas negotiation strategy?

Senior commercial, business development, government relations and gas marketing managers gain most. You benefit most if you set mandates, assemble consortia or face ministries and licence partners on terms that need several signatures.

### How does multi-party oil and gas negotiation strategy differ from a joint venture farm-in or service contract course?

It handles many parties at once, while those courses treat two-party deals. Here you manage coalitions, voting thresholds and ratification across host government, unitisation and gas sales talks.

### What do you bring back from multi-party oil and gas negotiation strategy training?

You bring back a strategy map for a live deal showing every party, its interests and walk-away point, the coalitions to build, the concession order and the deadlock routes.

## Multi-Party Oil and Gas Negotiation Strategy: The Way Forward

The multi-party negotiation strategy map first informs the opening mandate and the order in which partners and ministries are approached. Deal leads, government relations staff and approvers use it to keep one view of consent risk. After the first round, revisit each party's BATNA and the blocking coalition analysis.