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COURSE BROCHURE

Geopolitical Risk and Government Relations Training Course for International Executives

21 – 25 June 2027
Dar es Salaam

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Registered in the United Kingdom and Saudi Arabia

Geopolitical Risk and Government Relations Training Course for International Executives

Ref: 2424_91427 **Date:** 21 – 25 June 2027 **Location:** Dar es Salaam **Fees:** 5300 GBP

Geopolitical Risk and Government Relations is a 1-week training course for executives who lead international operations and must protect cross-border plans from political shocks, building a Political Exposure and Engagement Map for their business. Sanctions, tariff shifts, export controls and changing industrial policy now reach supply chains, licences and partnerships within weeks, so political judgement has become an operating skill. Jupiter Prime Training delivers Geopolitical Risk and Government Relations for this audience.

Why Geopolitical Risk and Government Relations Matters Now

Three forces shape this field today. Trade fragmentation is redrawing where goods, capital and technology may move. Governments act as investors, buyers and gatekeepers at once, so ministries, agencies and state-linked enterprises sit at the centre of market access. Boards and lenders now ask executives to show how political exposure is identified and priced. Early readers secure permits and supply alternatives; late reactors face blocked shipments and strained official ties. The course rests on scenario planning, political economy analysis and structured stakeholder mapping, described in practical terms rather than through any single national model.

Who Gains Most from Geopolitical Risk and Government Relations

- Leaders accountable for country portfolios, market entry and regional profit and loss
- Heads of strategy who must test investment cases against political scenarios
- Executives who own relationships with ministries, agencies and state-linked buyers
- Leaders of supply chain and sourcing exposed to tariffs, export controls and sanctions
- Heads of legal, external affairs and corporate communications who shape official engagement

An executive committee that sends its international, strategy and external affairs leaders together gains most.

Geopolitical Risk and Government Relations Capabilities

Participants turn political signals into investment, partner and engagement decisions.

- Assess country and sector exposure to sanctions, tariffs and policy reversal — market entry and exit decisions
- Build political scenarios with early-warning indicators — investment committees and lenders
- Map officials, agencies and influencers by interest and leverage — government engagement priorities
- Design an engagement plan with clear positions and red lines — ministries and state-linked partners
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Weigh partner and joint venture structures against political exposure — cross-border alliance choices
- Communicate political risk to boards in concise briefings — oversight and risk appetite

Key Geopolitical Risk and Government Relations Terms

- Political risk — the chance that government action or instability harms the value, operations or assets of a business
- Export control — a rule restricting the transfer of goods, software or technology to certain destinations, users or end uses
- Sanctions screening — checking partners, owners and transactions against restricted-party lists before agreeing a deal
- Friend-shoring — moving supply or production towards politically aligned markets to reduce exposure to hostile measures
- Policy window — a period when officials are open to new proposals, often after an election, budget or crisis
- Licence to operate — the formal permits and informal acceptance a business needs to keep trading

Geopolitical Risk and Government Relations Day by Day

Day 1: Reading the Political Landscape

- Political Economy Analysis — Who Holds Power Over Market Access
- Trade Fragmentation Trends — Exposure of Current Sourcing and Sales Routes
- Sanctions and Export Control Regimes — Limits on Partners and Technology
- Industrial Policy and State Capitalism — Competing With State-Backed Firms
- Country Exposure Heat Map — Priorities for Executive Attention

Day 2: Scenarios and Early Warning

- Political Scenario Building — Plausible Futures for Each Key Market
- Early-Warning Indicator Sets — Triggers That Prompt Executive Review
- Political Risk Quantification — Adjusting Investment Cases and Hurdle Rates
- Supply Chain Stress Tests — Alternative Sources Under Tariff Shocks
- Political Risk Insurance and Contract Clauses — Transferring Residual Exposure

Day 3: Government Relations Strategy

- Official Stakeholder Mapping — Ministries, Agencies and Influencers by Leverage
- Policy Window Analysis — Timing Proposals to Officials
- Position Papers and Policy Asks — Framing Business Interests as Public Benefit
- Ethical Engagement Standards — Gifts, Intermediaries and Anti-Bribery Boundaries
- Business Association Coalitions — Collective Voice on Trade Measures

Day 4: Market Entry and Cross-Border Partnerships

- Market Entry Mode Selection — Licensing, Joint Venture or Direct Investment
- Partner Due Diligence — Ownership, Political Ties and Sanctions Exposure
- Local Content and Localisation Requirements — Negotiating Credible Commitments
- Joint Venture Governance Design — Protecting Control When Politics Shift
- Exit and Contingency Playbooks — Orderly Withdrawal From Hostile Markets

Day 5: Practising the Political Exposure and Engagement Map

- Country Heat Map Refresh — Applying Day One Analysis to Own Markets
- Scenario and Indicator Set — Applying Day Two Methods to One Investment
- Government Engagement Plan — Applying Day Three Mapping to Priority Officials
- Board Briefing Simulation — Presenting Political Exposure and Risk Appetite
- Political Exposure and Engagement Map — Final Version for Executive Sign-Off

Applying Geopolitical Risk and Government Relations After the Course

- Run a scenario session with the leaders of one key market, agree five early-warning indicators and assign an owner to each.
- Rebuild the official stakeholder map for one priority country and set a quarterly engagement rhythm with clear policy asks.

Geopolitical Risk and Government Relations Questions FAQ

What is geopolitical risk and government relations, and why does it matter now?

It is the practice of reading political forces that affect a business and engaging officials. It matters because policy now changes faster than planning cycles.

Which roles gain most from geopolitical risk and government relations training?

Executives running international portfolios gain most. That includes heads of strategy, sourcing, legal and external affairs who negotiate with ministries and brief boards on political exposure.

How does geopolitical risk and government relations training differ from a diplomacy course?

It is built for business decisions rather than statecraft. A diplomacy course studies how states negotiate; this one applies scenarios and stakeholder maps to investment and market entry choices.

What do you bring back from geopolitical risk and government relations training?

You bring back a working map of political exposure and official engagement for your own markets. It joins a country heat map, scenarios and an engagement plan.

Geopolitical Risk and Government Relations: The Way Forward

The Political Exposure and Engagement Map first informs which market or partner deserves executive time this quarter. Regional and external affairs leaders use it to align investment cases with official engagement. After its first use, revisit the early-warning indicators: the signals that seemed minor often prove the most telling once a policy window opens or closes.