

Day 1

COMMERCIAL PROVISIONS IN CONTRACTS

- Formation of contract – major risks and factors
- Drafting scope and delivery schedules
- Major provisions of drilling contracts
- Governing law: English law concepts vs Mexican law governed contracts
- Dispute Resolution Forum – foundations
- Law and practice of Liquidated Damages
- Mock negotiations exercise

Day 3

BEST INDUSTRY PRACTICE: CONTRACTING

- Operator's approach to contracting and procurement
- Contractor's approach to contracting
- Summary of IADC contractual models
- Summary of operator drilling contract principles
- Highest level of contracting: host government agreements
- Bridging the gap between operator's and contractor's positions
- Key international arbitration cases

Day 5

PRACTICING NEW SKILLS

- PRACTICE: terminating contract with supplier/contractor
- DRAFTING PRACTICE: creating a powerful response to contractor's concerns
- COMPLEX NEGOTIATIONS: prepare and take forward
- CASE STUDIES: bridging the gap between positions of operator and contractor
- Post-training questionnaire



OIL AND GAS
CONSULTANTS

Day 2

INDEMNITIES AND LIABILITIES IN CONTRACTS

- Risk allocation basics: indemnities and knock for knock regime
- Catastrophic and consequential losses
- Practice of cross-indemnity provisions (plus mutual hold harmless deed)
- Understanding "groups" in indemnity provisions
- Limitation of liability: what can reasonably be asked by contractors/suppliers?
- Evolution of contractual indemnities in post-Macondo world
- Negotiating indemnities and liabilities in a drilling contract
- Basics of insurance

Day 4

CREATE A BALANCED CONTRACTUAL POSITION

- Major terms and conditions of contracts for supply and services
- Battle of forms
- Understanding master service/supply agreements
- Warranty is the key: drafting strong warranty provisions
- Procurement policies and procedures – contractor's approach
- Case Studies: resolving a dispute with the contractor/supplier
- Effective strategies of negotiating with contractors
- Force Majeure – law and application
- Fundamentals of intellectual property provisions
- Fundamentals of confidentiality provisions
- Termination and suspension provisions