



Association of International
Petroleum Negotiators

February 11 - 13, 2020

Negotiation Skills Workshop

Marriott Reforma Hotel
Mexico City, Mexico





About AIPN | www.aipn.org

The Association of International Petroleum Negotiators (AIPN) is the leading professional membership organization of commercial negotiators and energy lawyers in the international oil & gas industry, serving more than 3,200 professionals in some 110 countries. AIPN develops petroleum model contracts that are widely used throughout the industry, provides educational seminars and conferences around the world, publishes leading research on emerging energy issues and is the premier forum for dialogue on oil and gas transactions amongst companies, government and their advisors.

Registration Fees

Member Rates

Active Member: \$1,600
NOC/Government Member: \$1,000
Academic Member: \$1,000
Student Member: \$500*

Non-Member Rates

Non-member: \$1,800
NOC/Government Member: \$1,200
Academic Non-member: \$1,200
Student Non-member: \$700*

**Students, email proof of enrollment to aipnevents@aipn.org after registering*

Apply for membership at aipn.org/join-aipn/ before registering and receive member rates! After completing your application, email aipnevents@aipn.org for assistance with registering. If you are already a member but not able to see the member rates after logging in, please email aipnevents@aipn.org for assistance.

Workshop registration includes digital materials, lunches, breaks and a networking reception. It does not include hotel and travel accommodations. All fees are in US dollars.

Workshop Faculty

Harry W. Sullivan, Jr., International Energy Attorney; Chair
Toufic Nassif, President & CEO, T P Nassif and Associates LLC

CLE Credits

AIPN is an accredited sponsor approved by the State Bar of Texas Committee on MCLE. A maximum of 18.75 MCLE credit hours including 1.00 credit hour applying toward ethics/professional responsibility credit will be awarded based on individual attendance.

Marriott Reforma Hotel

Paseo de la Reforma 276 Col Juarez
Mexico City 06600 Mexico
P: 52 55 1102 7030

<https://www.marriott.com/hotels/travel/mexmc-mexico-city-marriott-reforma-hotel/>

Situated on Paseo de la Reforma in the heart of downtown, the Marriott Reforma Hotel allows you to navigate around town with ease.

Room Rates

Deluxe Single Room: US \$175 per night
Deluxe Double Room: US \$187 per night

The above rates are exclusive of 16% VAT + 3% ISH. The rate is inclusive of breakfast at Condimento Restaurant. Room rates will be available up to three days before and three days after the workshop, subject to availability.

Please note the hotel's cancellation policy: Guests who cancel 2 days or less before arrival will be charged a one-night stay plus tax.

AIPN has secured a limited number of rooms for workshop attendees. We recommend reserving your room as soon as possible to ensure availability. AIPN cannot guarantee room and rate availability once the room block has filled up.

Reservations

Reserve by Email: Reservations may be made by emailing hmr.aisaias@grupodiestra.com and identifying yourself as a registrant for "AIPN Negotiation Skills Workshop".

Reserve by Phone: Reservations may also be made by calling the hotel directly at +52 55 1102 7030 ext. 2073 or 2082 and identifying yourself as a registrant for "AIPN Negotiation Skills Workshop".

Traveling to Mexico City

Mexico City has two airports: Benito Juárez International Airport (MEX) and Toluca López Mateos International Airport (TLC). Benito Juárez International Airport is 7.5 miles away from the Marriott Reforma, while Toluca López Mateos International Airport is 35 miles away. For airport transportation options and directions to the Marriott Reforma, please click the link below.

<https://www.marriott.com/hotels/maps/travel/mexmc-mexico-city-marriott-reforma-hotel/>



Workshop Program

Tuesday, February 11, 2020

- 08:00 - 09:00 Registration and Arrival Coffee**
- 09:00 - 09:45 Introductions and Program Overview**
- 09:45 - 10:45 Introduction to Negotiations**
This session will examine some of the human elements that form an effective negotiator, including mental models, human nature traits and individual conflict management styles.
- 10:45 - 11:15 TK Exercise**
In this session each attendee will identify their conflict management style(s). The session will include a presentation, discussion and Q&A.
- 11:15 - 11:30 Coffee Break**
- 11:30 - 12:30 Negotiation: The “Theory” Strategy and Tactics**
This session will review some of the commonly accepted negotiation theories in practice today. It will review BATNA, strategies and discuss negotiating tactics.
- 12:30 - 13:30 Lunch**
José Alfredo Jiménez Room
- 13:30 - 14:00 “I Want it All” Exercise**
This session includes a negotiation exercise to establish a consortium to acquire a Production Sharing Contract. The session will include a presentation, discussion and Q&A.
- 14:00 - 15:15 Effective Negotiations**
This session will review some of the traits and tools employed by effective Negotiators. Since preparation is often the key to a successful negotiation, this session will examine the ‘tools’ available to the Negotiator in preparation for a negotiation, including the negotiation process, planning, use of model form agreements, etc.

- 15:15 - 15:45 Coffee Break**
- 15:45 - 16:15 How to Handle the ‘Gold Digger’ Exercise**
In this session attendees will take part in a negotiation exercise to renegotiate a drilling rig contract. The session will include a presentation, discussion and Q&A.
- 16:15 - 17:45 Team Dynamics and Negotiation with Internal Management**
This session will examine the dynamics of negotiating as part of a team, within the team structure and against another team.
- 17:45 - 18:00 Questions, Discussion, Summation**
- 18:00 - 19:30 Networking Reception**
José Alfredo Jiménez Room

Wednesday, February 12, 2020

- 08:00 - 09:00 Arrival Coffee**
- 09:00 - 09:15 Introductions and Review of Objectives**
- 09:15 - 11:15 International Negotiations: Cross Cultural Impacts on Negotiations**
This session will examine the influences of and overcoming the barriers raised by negotiations between individuals from different cultural backgrounds. Time will be spent on cultural influences on negotiations and decision making.
- 11:15 - 11:30 Coffee Break**
- 11:30 - 12:15 “Moving the Mootoos” Exercise**
This session includes a Corporate Social Responsibility (CSR) negotiation exercise. The session will include a presentation, discussion and Q&A.
- 12:15 - 12:30 Cross Cultural Negotiations: Final Thoughts**
- 12:30 - 13:30 Lunch**
José Alfredo Jiménez Room



Workshop Program

Wednesday, February 12, 2020 (continued)

13:30 - 14:30 Ethics, Integrity and Principled Negotiations
 This interactive session will examine the legal constraints and ethical pressures, including anti-corruption laws like the U.S. Foreign Corrupt Practices Act, which confront the negotiator in international negotiations. In addition to reviewing legal ethical considerations, the session will review the need for a negotiator to maintain a high degree of integrity and to engage in principled negotiations. Techniques to deal with real or perceived corruption or lapses in ethics or integrity will be discussed.

14:30 - 15:30 Negotiating with Difficult People
 This interactive session will examine some techniques for dealing with difficult people and issues.

15:30 - 15:45 Coffee Break

15:45 - 16:30 “Trouble with Geologists” Exercise
 Attendees will start off the session by doing Part I of the exercise, followed by a discussion and short presentation. The session will finish off with Part II of the exercise, allowing the teams to reach a successful conclusion.

16:30 - 17:00 Welcome to “Bolango” - Introduction to the All-Day Negotiation Game
 Small breakout groups will be formed to negotiate agreements in the island state of Bolango, a “Negotiation Skills Game”.

17:00 - 17:15 Questions, Discussion, Summation



Thursday, February 13, 2020

08:00 - 09:00 Arrival Coffee

09:00 - 09:30 Play “Bolango” – A Negotiation Skills Game
 Attendees will be introduced to Bolango and any questions about the game will be answered.

09:30 - 11:00 Play “Bolango” - Break-up into Teams
 Attendees will organize into teams and proceed with the Bolango Game.

11:00 - 11:15 Coffee Break

11:15 - 11:30 Progress Check
 All teams reconvene to check that each team is progressing through the game.

11:30 - 12:30 Continue to Play “Bolango”

12:30 - 13:30 Lunch
 José Alfredo Jiménez Room

13:30 - 15:00 Continue to Play “Bolango”

15:00 - 16:30 Teams Report Results of “Bolango”
 Attendees will discuss the teamwork, originality and the negotiation skills issues they have encountered.

16:30 - 17:00 Review and Conclusion of Workshop



AIPN reserves the right to change the program and speakers unannounced at any time. All sessions will be held in the Rufino Tamayo Room unless otherwise noted.