



Seminar Series on Negotiation Skills: Negotiating with Host Governments

May 21, 2019 | 1:30 p.m. – 5:00 p.m. | Houston, TX

Program Description

Because international oil and gas resources are publicly owned by the Host Countries, the ability to negotiate with Host Governments is a core skill you need to help your company or client succeed. Negotiations with Host Governments can involve a wide variety of issues including, access to oil and gas resources, the terms of the host government agreement, regulatory aspects of operations, co-venturer issues and joint operating agreements, corporate social responsibility issues, secondment, employment and capacity building issues, unitization and joint marketing. Negotiating with governments is different than negotiating with private companies or individuals. Negotiating styles that work with individuals may fail miserably with governments.

This workshop will examine some of the different aspects of negotiating with Hosts Governments and look at some things that we can do to improve our negotiation skills with Host Governments. The workshop will also focus on some of the cultural aspects of dealing with Host Governments. The faculty will share its experience of dealing with Host Governments, bearing in mind that experience cannot be taught but it can be transferred as knowledge and developed into skills.

This workshop will be interactive, providing you with the opportunity to raise some of the issues and problems you may have experienced negotiating with Host Governments, and learn how others have dealt with similar situations they may have faced in their negotiations with Host Governments.

We will suggest ten simple rules you can utilize when negotiating with Host Governments to help with your negotiations.

AIPN is uniquely able to offer this type of negotiating workshop by tapping into the experiences of its membership; no other organization can offer this knowledge transfer through its programs. It is an opportunity not to miss for new or seasoned negotiators wanting to improve or refresh their skills.

Workshop Faculty

Harry W. Sullivan, Jr., International Energy Attorney

Harry Sullivan is an International Energy Attorney based in Dallas, Texas, where he is an Executive Professor at Texas A&M School of Law and an Adjunct Professor at SMU's Dedman School of Law. He also is an Assistant General Counsel for Kosmos Energy in their West Africa exploration activities. His previous experience includes fourteen years as Senior Counsel-International in the International E&P Legal Group of ConocoPhillips, Of Counsel with Thompson & Knight LLP, fifteen years as Chief Counsel-International and Senior Counsel for Atlantic Richfield Company and five years as Senior Counsel for Sun Oil Company. Mr. Sullivan has a J.D. degree from Louisiana State University School of Law and an LL.M. degree from Southern Methodist University's Dedman School of Law. He is licensed to practice law in the states of Louisiana and Texas and before the Supreme Court of the United States, and he is Board Certified in Oil, Gas and Mineral Law in Texas. He is also admitted as a Solicitor in England and Wales. His practice and experience focus on the upstream and midstream oil and gas industry, both in the U.S.A. and internationally.

Toufic Nassif, Director, Commercial Development, VAALCO Energy, Inc.

Toufic is the Director of Commercial Development for VAALCO Energy Inc. responsible for the company's business development, negotiations and government relations. Mr. Nassif joined VAALCO in 2016 and has been working since with its CEO and management team to advance their business in West Africa, primarily in Gabon, Equatorial Guinea and Angola. Prior to his current position he was the President and CEO of Sonde Resources Corp. responsible for the company oil and gas business in Canada and North Africa. Prior to Joining Sonde, he held the position of VP and Commercial Director for BP Libya where he led the negotiation for the landmark exploration deal that was signed with the Libyan NOC in 2007, the largest Exploration deal in BP's history and the largest ever awarded by Libya. Prior to his role in Libya Toufic was the Director of Negotiations for BP North Africa where he worked on the business development and the growth agenda (new ventures) for BP in Libya and Algeria. Toufic served as a director for BP Exploration North Africa and BP Exploration Libya

Ltd from 1999-2010 and also held the position of Senior Advisor for E&P Business Development for BP Plc from 2007-2010.

Prior to his move to London in 1999, Toufic was the Director of Commercial Development for the Exploration and Production Sector of Amoco Corporation, responsible for identifying, developing and establishing new business ventures in North Africa and the Middle East.

Toufic held in 2004-2005 the office of the president of the Association of International Petroleum Negotiators (AIPN). He has more than 38 years in the energy business with comprehensive experience in business development, negotiations and commercial activities in North Africa, West Africa and Middle East as well as extensive experience in commercial petroleum operations and oil and gas project management.

Kimberly H. Reeder, Senior Oil & Gas Attorney

Kimberly Reeder is a senior energy and resources attorney based in Perth, Western Australia. Until January 2019, she was the Managing Counsel of BP's Australia legal team and a member of the E&P Leadership Team where she provided legal supervision and commercial negotiation assistance on BP's portfolio of exploration, development, production, and corporate activities. Originally from the USA, Kimberly has been a lawyer in Australia for over 20 years working with Herbert Smith Freehills, ConocoPhillips, Eni, and BP. Kimberly has worked on transactions and agreements throughout the Australasia Region and Asia, and also Europe, Africa, and the US. She has led legal negotiations for most upstream issues, including: JOAs, UUOAs, PSCs, petroleum sales, domestic gas sales, LNG sales, floating LNG, gas transport, maritime issues, asset acquisitions and divestments, areas of mutual interest, procurement, confidentiality, insurance, social investment, and multidisciplinary dispute resolutions. Kimberly has served on the AIPN Executive Board of Directors, as the Vice President – Memberships 2012-2015; and as Director, Australia Pacific Region 2010-2012. Currently she is the Chairperson of the AIPN Negotiation Skills Workshop program. Kimberly assists with the supervision and mentoring of the University of Western Australia AIPN Student Petroleum Club, which she helped establish in 2010. She also guest lectures and leads workshops on various courses covering oil and gas law and related agreements at the University of Western Australia.