



Association of International
Energy Negotiators

September 8 - 10, 2026

Negotiation Skills Workshop

Marriott Hotel
Georgetown, Guyana





Workshop Program

Tuesday, September 8, 2026

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

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
Grand Ballroom Foyer

Wednesday, September 9, 2026

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



Workshop Program

Wednesday, September 9, 2026 (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 “Tiger Oil’s Forgotten Lease” Exercise**
This is a single-issue negotiation where you focus on your BATNA and anticipate the other side’s BATNA.
- 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, September 10, 2026

- 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**
- 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**



AIEN reserves the right to change the program and speakers unannounced at any time. All sessions will be held in the Grand Ballroom at the Marriott Hotel unless otherwise noted.

