



Introduction to Negotiation Skills and Understanding Partners Workshop

September 27, 2022 | 1:30 p.m. – 5:00 p.m.

Program Description

Because international oil and gas resource development can present significant risks and challenges both geologically below ground and operationally and financially above ground, the vast majority of international oil and gas development projects are undertaken with joint ventures groups or consortiums. This is done for many reasons including risk sharing, securing breadth of expertise, securing local participation and being responsive to host governments. In all these elements of the overall oil and gas project development, relationships must be established, clear understanding of wants and needs of different stakeholders defined and most importantly putting in place the necessary contractual framework that will address all stakeholders needs in a fair, balanced and aligned manner. All of this requires significant negotiation skills to enable you to first seek to understand, then explore alternatives and different solutions and then finally agree outcomes that will provide the necessary foundation for a future successful project development. Developing effective negotiation skills is a core requirement for anyone participating in international oil and gas project development. You also need to also develop an understanding of negotiation styles as negotiating with governments is different than negotiating with private companies or individuals. Negotiating styles that work with individuals may fail miserably with governments.

This interactive workshop will provide an introductory overview to why we need negotiation skills and what we need to think about to prepare for negotiations. We will look at different aspects of negotiating with Hosts Governments and Partners. The faculty will share its experience of dealing with both Host Governments and Partners, bearing in mind that experience cannot be taught but it can be transferred as knowledge and developed into skills. It will also provide you with the opportunity to raise some of the issues and problems you may have experienced negotiating with stakeholders in international oil and gas projects allowing you to get you directly involved in problem solving breakout sessions and help you to learn how others have dealt with similar situations they may have faced in their negotiations.

AIEN 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

David Davies, Director, Davies Oil and Gas Management Advisory Limited

David is Director of Davies Oil and Gas Management Advisory Limited (dogma) and also currently serves as Commercial Director for LNG and midstream joint ventures for Wison Offshore and Marine. This commercial role with Wison covers LNG to power projects, floating storage and regasification units (FSRUs)/LNG receiving terminals and floating LNG facilities for commercializing stranded natural gas. As Director of dogma he also provides consulting advice to various clients covering upstream oil and gas investments and joint ventures, LNG and gas commercialization and LNG receiving terminals. He was previously with Sterling Resources in the UK from 2012-2017 as Vice President of Business Development. Prior to Sterling Resources, he spent 10 years at Marathon Oil, based in Houston, where he was Director of Commercial and Negotiations (C&N) and head of the C&N team. While at Marathon, he also served as Managing Director of Marathon's Equatorial Guinea LNG joint venture. Also at Marathon he developed and led, for 10 years, the 5-day corporate commercial skills course. Prior to joining Marathon he has had a further 12 years experience in the international energy business in business development and commercial negotiation roles, in the upstream exploration and production business, midstream LNG business and the independent power business, where he has worked in positions of management responsibility for Enterprise Oil, Premier Oil, General Electric Power Systems and Rolls-Royce Power Ventures.

He served as President of AIEN in 2016-17 having served on the Board of AIEN between 2007-2017 including three years as Treasurer and one year as Vice President - Model Contracts. He also served as co-chair for the Unconventional Resource Operating Agreement and has participated in a number conference committees and as instructor for various model contracts one day courses during this period.

He holds a Masters in Business Administration (MBA) from London Business School, UK and a BSc First Class Honors in Civil Engineering from Leeds University, UK. He is a Chartered engineer and member of the UK Institution of Civil engineers and UK Institution of Structural engineers.

Christopher P. Moyes, President, Moyes & Co.

Chris has over forty-five years of experience in the industry. He formed the group comprising Moyes & Co. in 1983. He has developed specific expertise in the evaluation, negotiation, trading, and financing of international oil and gas ventures. In addition, Chris is considered an expert in the interpretation and assessment of petroleum contracts, and in the resolution of contract issues.