

**OIL, GAS AND PETROCHEMICALS TRAINING****Oil and Gas Contracts, Production Sharing and Negotiation****5 day course**

Classroom, online or in-house

Course overview

Petroleum agreements run for decades, and a clause drafted carelessly during a licensing round can cost a host government or an investor far more than any operational failure. Delegates compare the main fiscal regimes: concessions with royalty and tax, production sharing contracts and service agreements. A production sharing contract is then dissected clause by clause, covering cost recovery ceilings, profit oil splits, work obligations, relinquishment, state participation, stabilisation and dispute resolution. Joint operating agreements, farm outs, assignments, gas sales and host government agreements follow. The final third is practical negotiation: preparing positions, trading concessions and closing, rehearsed in a simulated licence negotiation built on published African model contracts. Delegates leave able to read, critique and negotiate the principal petroleum agreements.

What you will learn

- Compare concession, production sharing and service contract regimes
- Interpret cost recovery, profit oil and state participation clauses
- Evaluate stabilisation, fiscal change and dispute resolution provisions
- Explain the structure and voting rules of a joint operating agreement
- Assess farm out and assignment terms from both parties' positions
- Identify the key commercial terms of a gas sales agreement
- Prepare a negotiation strategy with defined positions and fallbacks
- Apply negotiation techniques in a simulated licence negotiation

Who should attend

- Petroleum ministry and regulator negotiators
- Legal counsel at oil and gas companies
- Commercial and new business managers
- National oil company staff managing partner relations
- Advisers to governments and investors on petroleum deals

Course outline

- 01** Fiscal regimes compared
- 02** Anatomy of a production sharing contract
- 03** Cost recovery and profit oil
- 04** Stabilisation, arbitration and change of law
- 05** Joint operating agreements
- 06** Farm outs, assignments and gas sales
- 07** Negotiation preparation and strategy
- 08** Negotiation simulation and debrief

Upcoming dates



Dates	Venue	Format	Fee per delegate
2 to 6 November 2026	Cape Town, South Africa	Classroom	R19,950
11 to 15 January 2027	Maseru, Lesotho	Classroom	R19,950
25 to 29 January 2027	Online	Online	R8,500
15 to 19 February 2027	Kampala, Uganda	Classroom	USD 1,325

Fees and how to register

This 5 day course is **R8,500** per delegate online, **R19,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 1,325** in the classroom elsewhere in Africa. In-house training is quotation on request. Book 2 or more delegates on this course and save 10%.

To register or request an in-house proposal, visit www.afrisciencegroup.com, email info@afriScience.co.za, or WhatsApp us on **+27 63 479 1136**.

AfriScience Group | +27 61 536 6531 | info@afriScience.co.za | Pretoria, Gauteng, South Africa