
Petroleum Contracts and Negotiations

7 – 11 June 2027
Vienna





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Petroleum Contracts and Negotiations is a five-day senior commercial course delivered by Mars Training Centre at its international training centres — in London, Dubai, Paris, Vienna, and Amman — designed for senior commercial, legal, and joint-venture professionals who structure and negotiate oil and gas agreements.

Petroleum contracts govern the longest, most capital-intensive commercial relationships in the world economy. Production-sharing contracts run for forty years. Joint operating agreements bind partners across decades and ownership changes. Long-term LNG sales agreements lock in pricing structures that outlast the executives who signed them. The quality of these contracts — and of the negotiations that produce them — determines whether multi-billion-dollar projects deliver their promise or descend into dispute.

This programme builds senior-level command of the principal petroleum contract families and the negotiation discipline behind them. You will work through host-government agreements, joint operating agreements, farm-in transactions, sales agreements, and service contracts, using descriptive references to widely recognised industry model forms, and then move into structured negotiation practice. The orientation is commercial and strategic, supporting rather than replacing the work of in-house and external counsel.

What You Will Learn

- Analyse the principal host-government contract families and their commercial drivers.
- Evaluate joint operating agreements and partner rights in joint ventures.
- Assess farm-in, farm-out, and asset transfer transactions.
- Interpret long-term oil and LNG sales and purchase agreements.
- Diagnose the principal risk allocation issues in petroleum service contracts.
- Apply structured negotiation methodologies to oil and gas transactions.
- Manage stakeholder coalitions across multi-party petroleum deals.
- Identify the principal dispute-resolution and governing-law considerations.
- Lead a commercial negotiation team in a complex petroleum transaction.
- Communicate contract positions clearly to boards, ministries, and partners.

How You Will Benefit

You will leave with a structured commercial command of the contract families that govern oil and gas, a sharper negotiation discipline, and a clearer way to lead transactions with confidence — and a Mars Certificate of Completion.

Your organisation will gain a senior manager who can structure transactions more strategically, run negotiations more cleanly, and reduce the value leakage that comes from weakly framed or poorly executed petroleum contracts.



Who This Programme Is For

This programme is designed for senior professionals involved in petroleum transactions, including:

- Heads of commercial, joint ventures, and business development
- Senior in-house counsel in operating companies and national oil companies
- Heads of contracts, procurement, and supply chain in operators
- Senior negotiation leads on host-government agreements
- Ministry and regulator officials negotiating with operators
- Senior project and asset directors involved in transactions
- Advisory and consulting professionals supporting petroleum deals

The seniority floor is senior manager and above.