

AMERICAN GLOBAL INSTITUTE  
FOR PRIVATE TRAINING



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EXTERNAL TRAINING COURSE FROM 2020 TRAINING PLAN

*A Contracts Management Training Course:*

*Oil & Gas Contracts: Reading, Writing & Negotiating*

*From 01/03/2020 To 05/03/2020*

*UAE, Dubai, Carlton Downtown Hotel*

*650 KD (For Participant Note Less Than 7 Participants)*

*850 KD (For Participant – (3-7) – Participants)*

*1100 KD (For Participant Less Than 3 Participants)*

*Description*

This highly interactive Oil & Gas Contracts: Reading, Writing and Negotiating training course in Dubai offers strategies and techniques to appreciably enhance your ability to negotiate more favorable contracts, and solutions to disputes. All business professionals need to understand what a contract does (and does not) require them and the other party to the contract to do and the consequences of either party's failure. Too often the wording used in contracts is not properly understood by those who are making decisions relating to those contracts. There may also be problems in assessing amendments proposed by the other party, and determining whether they are reasonable, or eroding your company's position. This training course will feature:

- Guidance and practice in drafting, amending and negotiating principal contract clauses
- How to use contract provisions to reduce both commercial risk, and risk of disputes
- Use of the appropriate wording to protect your company's interests
- Effective management of claims and resolution of disputes
- Principles widely used in international contracting

*Objectives*

By the end of this training course, participants will be able to:

- Demonstrate the ability to draft, negotiate and amend contracts
- Recognise key contracting issues
- Appreciate how contract clauses can be used to mitigate risk
- Perform more skilfully in negotiating claims and disputes
- Use the most effective and commercial ways to resolve disputes

*The Course Content*

*Day One: Commercial Use and Structure of Contracts*

Function, Formation and Validity of Contracts  
Types of Law, Judicial and Arbitral Systems  
Choice of Law, Forum and Jurisdiction  
Different Types of Contract  
Contract Structure and Format  
Incorporation and Precedence of Documents

*Day Two: Contract Drafting as Writing*

Style and Type of Language  
Common Words and Phrases  
General Pitfalls  
Defined Terms  
Principal Sections  
Boilerplate Provisions

*Day Three: Main Contract Clauses*

Delivery, Performance and Acceptance  
Title and Risk  
Programming and Completion  
Variations and Changes  
Price and Payment Terms  
Security and Withholding Rights

*Day Four: Other Key Clauses*

Force Majeure  
Intellectual Property  
Indemnities and Insurance  
Suspension and Termination  
Bonds, Guarantees, Warranties  
Damages and Limits/Exclusions of Liability

*Day Five: Negotiation and Resolution of Disputes*

Negotiation – Tools and Techniques  
Dispute Resolution clauses  
Litigation  
Arbitration  
Enforcement  
Alternative Dispute Resolution (ADR)

**Dr. Edrick (Joe) Prados (Australian Nationality)**  
**Private Independent Contracts Engineer / Sr. Consultant Specialist**

**About:**

Industries of the Oilfield & Chemical Manufacturing, Sales & Services Contractor, Consultant, Entrepreneur, Life Coach, Leader & More.

**Experience:**

**Independent Business Owner**

Company Name: Jude Prados & Associate's

Freelance

Dates Employed Nov 2018 – Present

Employment Duration 1 yr 3 mos

**Contract Engineer**

Company Name: Tree Guardians

Contract

Dates Employed Nov 2018 – Mar 2019

Employment Duration 5 mos

Location Lafayette, Louisiana Area

**Tree, Lawn Maintenance and Landscape Service Sales**

Company Name: Baton Rouge Shrimp Company

Dates Employed Apr 2017 – Dec 2017

Employment Duration 9 mos

Location Baton Rouge, Louisiana

**Seafood Processing Operation Manager. Shrimp/Bait fish from dockside to total Processing through corporate store shelves sales!**

Company Name: Schlumberger

Dates Employed May 2012 – Aug 2015

Employment Duration 3 yrs 4 mos

**Process Technician**

Company Name: The Dow Chemical Company

Dates Employed May 2010 – Jan 2012

Employment Duration 1 yr 9 mos

Location Plaquemine, Louisiana