

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 08/03/2020 To 12/03/2020

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