



External Training Course

Effective Government Relations for the Oil & Gas Sector

From 14 Oct. To 18 Oct. 2024

From 25 Nov. To 29 Nov. 2024

From 16 Dec. To 20 Dec. 2024

**Marriott Marble Arch Hotel
London - UK**

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INTRODUCTION

This Effective Government Relations for the Oil & Gas Sector training course will provide participants with a thorough understanding of the government relations function within the oil and gas sector. Participants will gain an understanding of the business value that a strategic approach to government relations can deliver at all stages of the oil and gas investment cycle: exploration and production, transportation, trading, processing and distribution. This training course will provide insight into the role government relations plays in winning new business, building and reinforcing a strong reputation, supporting operations, managing change and resolving disputes. This training course will highlight:

- Political risk analysis and mitigation.
- Stakeholder mapping.
- Advocacy and lobbying.
- License to operate.
- New country entry.

OBJECTIVES

By the end of this training course, participants will learn:

- In-depth knowledge of how to use a strategic approach to government relations to create value for your business.
- In-depth insight into how to analyse and mitigate political risks facing your business.
- The ability to develop and implement a fit for purpose government relations strategy to support your business needs.
- Knowledge of a wide range of tools and tactics to use to improve your ability to manage relations with government in a wide variety of situations.
- Insight into how to create synergies between the government relations function and other functions such as Project Management, Operations, Finance, Legal and Public Relations.

Training Methodology

This Effective Government Relations for the Oil & Gas Sector training course will utilize a variety of proven adult learning techniques to ensure maximum understanding, comprehension and retention of the information presented. The daily workshops will be highly interactive and participative. This training course will be based on interactive exercises and case studies drawn from a wide range of countries and situations. One day of the course will be dedicated to a practical business game based on a realistic scenario.

Course Agenda & Outline

DAY 1: Introduction to Effective Government Relations

- What is effective Government Relations?
 - The Business Case for Government Relations.
 - How important is government to your business?
- Ethics and Principles:
 - How to conduct Government Relations with integrity?
 - Legal Aspects.
 - Reputation Risk.
 - Trends.

DAY 2: Political Risk Analysis and Mitigation

- Introduction to Political Risk.
- Stakeholders: Agendas and Drivers.
- Political Risk Analysis Tools.
- Global Issues and Trends.
- Strategies for Mitigating Political Risk.

DAY 3: Effective Applications of Government Relations

- New Opportunities:
 - New Country Entry.
 - Expanding Existing Operations.

- Mergers and Acquisition.
- Build and Strengthen Reputation:
 - Stakeholder Mapping.
 - The License to Operate: Sustainable Relations with Governments and Communities.
 - Gaining and Maintaining a License to Operate.
- Managing Change:
 - Advocacy and Lobbying.
 - Understanding Government Stakeholder Agendas and Drivers.
 - Building a Case for Change.
- Resolving Disputes:
 - Business Diplomacy.
 - Resolving Disputes with Government, Local Communities and other Stakeholders.
 - Conducting Due Diligence.
 - Creating Win-Win Solutions.

DAY 4: The Government Relations Toolbox

- Strategies and Plans:
 - Elements of a Government Relations Strategy.
 - Implementation.
 - Monitoring Results and Assessing Performance.
- Tools and Tactics:
 - High Level Engagement.
 - Engaging in the Policy Debate.
 - Joining Forces with Others.
 - When Things Go Wrong.
- Synergy with other Functions:
 - Tax - Role of Media including Social Media.
 - Role of Corporate Social Responsibility.
 - Public Relations.

- Organisation:
 - Where does Government Relations fit in the company's org chart?
 - What does a fit-for-purpose Government Relations department look like?
 - Skills and Experience of Government Relations Managers

DAY 5: The Government Relations Business Game

- Session 1:
 - Introducing the Scenario.
 - Risk Analysis.
 - Stakeholder Mapping.
 - Government Relations Strategy.
- Session 2:
 - Building the License to Operate.
 - Implementing the Strategy.
 - Managing Expectations.
 - Alignment with the Government.
 - First Signs of Trouble.
- Session 3:
 - Political Instability.
 - Strikes and Protests.
 - New Opportunities.
 - New Partnerships.
- Session 4:
 - Defending the License to Operate.
 - Long Term Outlook.
 - Divestment or Staying-on?
 - Lessons Learned and Conclusions.
- Concluding Discussion:
 - What does excellence in Government Relations look like?
 - Q&A.