TECHNICAL
EDUCATION
ACADEMY

School of Business and Management

COURSE PROGRAMME

000399

Contracts Risk Management and Compliance in Oil & Gas Industry

Contracts in all forms are embedded in virtually all parts of oil and gas operations.



Learn from the Best in the Business!

Course overview

Duration: 3 days / 24 hours · Intermediate level

Why take this course

Contracts in all forms are embedded in virtually all parts of oil and gas operations. Contracts come in many styles but most often take the form of a consulting services agreements, licenses, memorandum of understanding, real estate leases, equipment or fixed asset leases, purchase orders and partnership agreements. They are used to arrange for the delivery of every day supplies, basic services, and for the performance of specialized services. Given the wide spectrum such activities entail, it is incumbent on all who are involved with the negotiation and execution of contracts to understand the risks involved and employ prudent control strategies to mitigate them.

Contractual risk transfers are intended to assign responsibility for associated risk exposures to one party or the other. Contractual risk transfer can relieve the person or organization originally responsible for the risk by assigning it to one or more of the contract's counterparties. Within a contract, risk transfer is primarily accomplished through a combination of indemnification/hold harmless, limitation of liability, and waiver of subrogation clauses.

This course explores risk management from a process and supply chain point of view. The training programme will address traditional approaches to risk identification, scaling and treatment, and different ways of thinking about risk, such as scenario planning and contingency planning.

Who it is for and how it helps

This course is designed for anyone in the buying and selling part of the business, buyers, category manager, contract managers, logistics manager, supply chain executives

What you will learn

- Provide an understanding of how risk arises
- Compare different methods of identifying and assessing risk
- Review the impacts of different approaches to risk allocation
- Explore different Contract types to transfer risks
- Consider the contractual techniques to ensure effective risk allocation
- Review risk management techniques during the life of a contract

Curriculum

Modules 01–03

01 Overview of Risk Management

- The Need for Contractual Relationships
- Defining Risk
- The development of Risk Management
- Gaining a Competitive Advantage Through Risk Management
- Categories of Risk for Both Sides of a Contract
- Risk Assessment Process
- Managing Risk
- Qualifying Suppliers
- Defining Internal Control
- Proportionality of Control

02 Risk Mitigation and Management

- How to establish contracts with well-balanced risks between customer and contractor?
- Transferring Risk through Contract Types
- Firm Fixed Price or Lump Sum Contracts
- Cost Reimbursable Contracts
- Incentive Contracts
- Award-Fee Pricing Arrangements
- Using Risk Management post contract to reduce conflict
- Using Risk Management with the Parties to Improve the Contract during Tendering
- Indemnities

03 Risks Associated Clauses

- External Events
- Force Majeure
- Strikes and Other Labor Disputes
- Risk and Title
- Assignment and Novation
- Other Clauses that Need Managing Risks between Parties
- Other Clauses that Need to Flow Down to Sub-Contractors

Curriculum

Modules 03–05 · Module 03 — continued

- Risks Associated with Sub-Contractors

04 Management of Financial Risks

- Controlling Risk Associated with Payments
- Currency Risk
- Economic Risk
- Fraud and Corruption
- Limiting or Excluding Liability
- Distinctions between Liability in Contract, and the General Law
- Gross Negligence

05 Contingency Measures

- Mistakes and Misrepresentations
- Impracticability of Performance
- Remedies Generally
- Types of Remedies
- Liquated Damages
- Warranties
- Cover

Programme instructor



Виталий Вязьмин

Встречайте Виталия Вязьмина – экономиста по образованию, опытного консультанта в области управления закупками и цепочками поставок с более чем 13-летним стажем работы в крупных международных компаниях. За это время он накопил внушительный опыт в качестве руководителя по закупкам и поставкам, обеспечивая своих клиентов высококачественными профессиональными консультациями в области оптимизации операционных затрат и повышения эффективности логистических цепочек.

Виталий имеет более 38 лет опыта работы в крупных промышленных предприятиях легкой и тяжелой промышленности, а также опыт создания и реализации стратегии закупок по категориям для крупных международных холдингов. Его компетенции включают разработку и внедрение закупочных процедур, категорийных стратегий, соглашений об уровне обслуживания с внутренними клиентами и поставщиками, а также разработку комплексной системы управления взаимоотношениями с поставщиками.

Кроме того, Виталий – профессиональный тренер и коуч, который помогает компаниям развивать профессиональные технические и управленческие компетенции, формируя и развивая профессиональные навыки и способности сотрудников службы управления закупками и управления цепочками поставок. Он специализируется в таких областях, как "Разработка и внедрение инициатив по снижению затрат", "Поиск новых возможностей для получения преимуществ для бизнеса за счет централизации категорий", "Сопровождение тендерного процесса", "Ведение переговоров с поставщиками", "Юридическая и коммерческая поддержка процесса закупок" и "Управление контрактами".

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Participant ratings

Programme evaluation based on participant feedback

Overall programme rating — 4.7 / 5

Clarity of learning objectives	**4.7 / 5**
Confidence in applying knowledge and skills	**4.7 / 5**
Achievement of learning objectives	**4.7 / 5**
Relevance of content to job tasks	**4.7 / 5**
Suitability of difficulty for the level of preparation	**4.7 / 5**
Increase in knowledge	**4.7 / 5**
Skills development	**4.7 / 5**
Willingness to recommend the programme to colleagues	**4.7 / 5**

3 responses

Joining the programme

Contact the Academy and quote course code 000399 to confirm dates, delivery format, prices and enrolment terms.

Training for your team

Tell us your business goals, the roles and number of participants, and your preferred dates and location. This will help us discuss the right training option.

Preparing for the programme

The published programme does not specify any prerequisites. Contact us before enrolling to confirm how to prepare.

Discuss your training needs

mail@tecedu.org
www.tecedu.academy

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