

CHARTERED 
INSTITUTE OF PROFESSIONAL CERTIFICATIONS



DRAFTING AND NEGOTIATING OIL & GAS CONTRACTS AND TRANSPORTATION AGREEMENTS

**Fully Accredited
By:**

Chartered Institute of
Professional Certifications

CPD
Certification Service



PROGRAM OVERVIEW

Oil & Gas projects involve hugely complex and capital-intensive undertakings, with multi-billion dollar sales and transportation agreements spanning several decades. However, over **70% of these agreements experience disputes, cost overruns, or underperformance**, resulting in tremendous value erosion and lost opportunities. This is often due to inadequate contract drafting, lack of commercial insights, and poor negotiation strategies.

This certified program will provide you with the skills and knowledge for **drafting, analyzing, and negotiating contracts within the Oil & Gas sectors**. You will gain insights into the complex and dynamic nature of these industries, enabling you to **navigate and manage the inherent risks associated with the drafting and negotiation of sales contracts and transportation agreements**. You will also gain an in-depth understanding of prevalent **pricing and payment mechanisms** integral to sale contracts, empowering you to optimize financial transactions within these sectors. This course will also provide you with extensive insights on **effective dispute resolution and prevention strategies**, particularly focusing on issues related to quantity and quality in sales contracts, thereby ensuring smoother transactional processes.

ACCREDITATIONS



4.8



4.6





PROGRAM OVERVIEW

Throughout the program, you will learn to identify potential risks in contracts and develop robust risk management strategies that will help you facilitate sustainable and profitable operations. With a deep understanding of industry intricacies and contractual frameworks, you will be equipped to handle challenges including **geopolitics, market fluctuations, evolving regulations, and international standards** when drafting and negotiating contracts.

Upon successful completion of the program, you will attain the **Certification in Oil & Gas Contract Management**. This certification will amplify your professional qualifications and demonstrate your critical knowledge in the specialized field of drafting and negotiating contracts specific to the Oil & Gas sectors. Globally demanded and recognized, this certification holds lifelong validity and will underscore your credentials and dedication to excellence within the Oil & Gas industry.

ACCREDITATIONS



4.8



4.6



KEY SKILLS YOU WILL GAIN

From This Program



CONTRACT MANAGEMENT
OIL & GAS & LNG SALES CONTRACTS
UNDERSTANDING OF CONTRACT FUNDAMENTALS
LNG PURCHASE AGREEMENT

LEGAL COMPLIANCE
RISK ASSESSMENT
LEGAL & REGULATORY FRAMEWORK
NEGOTIATION SKILLS

MARKET ANALYSIS
OIL & GAS & LNG PRICING MECHANISMS
CONTRACTUAL PERFORMANCE MONITORING
FORECASTING

FORCE MAJEURE CLAUSES
REGULATORY KNOWLEDGE
STAKEHOLDER COMMUNICATION
RISK MANAGEMENT
OPERATIONAL COORDINATION

GEOPOLITICAL UNDERSTANDING
ENVIRONMENTAL COMPLIANCE

YOUR FACULTY DIRECTOR



Lily Akkuchukova

Highly Skilled and Accomplished Legal Expert

Lily Akkuchukova is a **distinguished legal practitioner with over 11 years of successful practice in the legal systems of England and Wales, Belgium, and Russia**. Lily expanded her legal competence by qualifying in the common-law system of England and Wales, specializing in commercial contracts and litigation, including international commercial arbitration, demonstrating a unique merger of legal knowledge from diverse jurisdictions.

An essential element of Lily's career is her vast experience in drafting and negotiating oil & gas and LNG sales contracts, and transportation agreements. This was particularly exemplified in her roles across various capacities – as **in-house counsel for one of Russia's largest electricity companies, legal advisor in governmental bodies, and practicing lawyer in international law practices in London, Brussels, and Moscow**. Furthermore, Lily has managed complex cases involving construction projects in the oil and gas sector, showcasing her adeptness in navigating intricate contractual frameworks and negotiations in this field. Her contributions to the oil and gas sector through diverse roles and her passion for sharing practical insights make her a noteworthy figure in the legal and educational landscape.

OUR PARTICIPANTS

Over 70% of FORTUNE 500 Companies Have Attended Our Accredited Programs Before



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citi



IKEA



VOLVO



HYUNDAI



Pfizer

Life is our life's work



Nestlé®



PROGRAM AGENDA

MODULE 1: INTRODUCTION TO OIL & GAS AND LNG SALE CONTRACTS

- Understanding the nature and importance of sale contracts in the industry
- Examination of key components and standard terms of these contracts

MODULE 2: UNDERSTANDING PRICING AND PAYMENT MECHANISMS

- In-depth analysis of common pricing and payment mechanisms in sale contracts
- The impact of global market dynamics on pricing

MODULE 3: QUANTITY AND QUALITY PROVISIONS

- Overview of quantity and quality clauses in sale contracts
- Handling discrepancies and issues related to quantity and quality

MODULE 4: RISK MANAGEMENT IN SALE CONTRACTS

- Identifying potential risks in sale contracts
- Developing strategies to manage and mitigate these risks

MODULE 5: CASE STUDY ANALYSIS

- Review and analysis of recent and landmark case studies under English law
- Understanding the practical implications of these cases on current contracts

MODULE 6: INTRODUCTION TO TRANSPORTATION AGREEMENTS

- Understanding the nature and importance of transportation agreements in the industry
- Examination of key components and standard terms of these agreements

MODULE 7: MODES OF TRANSPORTATION IN THE OIL, GAS, AND LNG INDUSTRY

- Understanding different modes of transportation and their associated risks and benefits
- The role of international laws and regulations in transportation

MODULE 8: RISK MANAGEMENT IN TRANSPORTATION AGREEMENTS

- Identifying potential risks in transportation agreements
- Developing strategies to manage and mitigate these risks

MODULE 9: CASE STUDY ANALYSIS

- Review and analysis of recent and landmark case studies under English law
- Understanding the practical implications of these cases on current agreements

MODULE 10: DISPUTE RESOLUTION IN CONTRACTS

- Understanding various mechanisms for dispute resolution: negotiation, mediation, arbitration
- Best practices for resolving disputes in contracts

YOUR CHARTER DESIGNATION



Chartered Institute of Professional Certification's programs are unique as they provide you with a professional charter designation and mark that can be used across your lifetime once you have completed our programs.

Upon successful completion of this program, you will be awarded the **Certification in Oil & Gas Contract Management** that can be used in your resume, CV, and other professional credentials. Globally demanded and recognized, this designation will help you distinguish your skillsets and that you have attained expertise and critical knowledge in demonstrating your critical knowledge in the specialized field of drafting and negotiating contracts specific to the Oil & Gas sectors.

This program is developed by the **Chartered Institute of Professional Certifications** and the content of this program has been certified by **CPD Certification Service** as conforming to the highest standards in continuing professional principles.

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390

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We Thank You for Your Ongoing Support
of Our Programs

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