# Training Course on Joint Venture and Partnership Management in Oil and Gas

Professional Development Training Course Outline

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| **Category** | Oil and Gas | **Duration** | 5 Days |
| **Base Fee** | $1,500 USD | **Delivery Mode** | Online / On-site Hybrid |

## Course Introduction

In today’s rapidly evolving global energy landscape, Joint Ventures (JVs) and Strategic Partnerships play a pivotal role in driving growth, innovation, and operational excellence within the Oil & Gas (O&G) industry. As the market experiences a surge in energy transition initiatives, cross-border alliances, and asset monetization strategies, effective JV governance, negotiation, and compliance are critical for sustained success. Training Course on Joint Venture & Partnership Management in Oil & Gas equips industry professionals with the skills, strategies, and insights to manage complex partnerships, mitigate risks, and maximize value creation across the O&G value chain.

This course provides a practical and strategic framework for structuring, managing, and optimizing Joint Ventures in upstream, midstream, and downstream operations. Participants will explore real-world case studies, apply proven tools for JV dispute resolution, and gain deep insights into local content strategies, contractual frameworks, and regulatory compliance in domestic and international markets. The course is designed to enhance operational efficiency, align partner objectives, and ensure the long-term success of JV operations in challenging environments.

## Programme Curriculum

**Training Course on Joint Venture & Partnership Management in Oil & Gas**

**Introduction**

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**Course Objectives**

1. Understand the structure and lifecycle of Joint Ventures in the Oil & Gas industry.
2. Apply effective JV governance frameworks for operational excellence.
3. Navigate cross-border JV regulatory compliance and due diligence.
4. Analyze strategic partner alignment and stakeholder management techniques.
5. Draft and negotiate JV contracts using best practices in commercial law.
6. Identify risk mitigation and conflict resolution strategies in partnerships.
7. Implement financial performance metrics for JV profitability and ROI tracking.
8. Develop asset monetization strategies through strategic partnerships.
9. Apply local content policies in host country JV agreements.
10. Manage cultural and organizational integration in multinational JV settings.
11. Leverage digital technologies and data analytics in JV performance monitoring.
12. Explore ESG (Environmental, Social, and Governance) considerations in JV operations.
13. Examine trends in energy transition and their impact on future JV models.

**Target Audiences**

1. JV Managers and Project Directors
2. Legal and Compliance Officers in O&G
3. Business Development Executives
4. Petroleum Economists and Financial Analysts
5. Government and Regulatory Agency Representatives
6. Risk Management Professionals
7. O&G Contract and Procurement Specialists
8. Corporate Strategy & M&A Teams

**Course Duration:** 5 days

**Training Modules**

**Module 1: Foundations of JV Management in O&G**

- Introduction to JV structures in upstream, midstream, and downstream
- Role of JVs in portfolio optimization
- Legal frameworks and international models
- Key stakeholder roles and responsibilities
- JV lifecycle and strategic decision points
- **Case Study:** BP and Rosneft Strategic JV in Russia

**Module 2: JV Governance & Organizational Design**

- Governance models and operational control
- JV boards, committees, and decision-making structures
- Rights and obligations of JV partners
- Reporting frameworks and transparency
- Monitoring partner compliance and performance
- **Case Study:** Shell-Petrobras JV Governance in Brazil

**Module 3: JV Contract Structuring and Negotiation**

- Essential clauses in JV agreements
- Drafting and interpretation of JV contracts
- Pre-emptive rights, exit mechanisms, and dispute resolution
- Contractual risk allocation
- Negotiation techniques and cultural dynamics
- **Case Study:** Chevron-Texaco Merger & Partnership Negotiation Strategy

**Module 4: Regulatory, Legal & Compliance Considerations**

- Regulatory regimes for JVs across jurisdictions
- Antitrust and competition law in JV planning
- Anti-corruption and FCPA compliance
- Taxation implications in cross-border JVs
- Due diligence and licensing procedures
- **Case Study:** ExxonMobil JV Compliance Challenges in Nigeria

**Module 5: Financial Structuring & JV Performance Metrics**

- JV budgeting and capital allocation
- Profit-sharing and cost recovery mechanisms
- JV financing and risk-sharing instruments
- KPIs for measuring JV success
- Financial modeling for JV performance
- **Case Study:** TotalEnergies' JV Financial Performance in Uganda

**Module 6: Risk Mitigation & Dispute Resolution in JVs**

- Identifying operational and strategic JV risks
- Risk allocation and insurance strategies

- Conflict management frameworks
- Arbitration vs. litigation in JV disputes
- Partner exit strategies
- **Case Study:** ConocoPhillips-Venezuela JV Dispute and ICSID Arbitration

**Module 7: Strategic Partnerships and Local Content Strategy**

- Partner selection and alliance structuring
- Local content laws and policy frameworks
- Building local capacity and value retention
- Public-private partnership models
- Government stakeholder engagement strategies
- **Case Study:** Nigerian National Petroleum Corporation (NNPC) Local Content JV Implementation

**Module 8: Innovation, ESG & the Future of JV Management**

- Digital transformation in JV operations
- Integrating ESG metrics into JV decision-making
- JV alignment with energy transition goals
- Carbon management and sustainable investment
- The role of AI and IoT in JV monitoring
- **Case Study:** Equinor's JV on Renewable Energy Projects with Masdar (UAE)

**Training Methodology**

- Interactive instructor-led sessions with industry experts
- Practical workshops and hands-on exercises
- Group breakout discussions and role-playing scenarios
- Real-world case study analysis and debriefs
- Digital toolkits and frameworks for immediate application
- Post-training evaluation and knowledge assessment

**Register as a group from 3 participants for a Discount**

**Send us an email: info@fineskilltrainingcenter.org or call** *+254769199797*

***Certification***

*Upon successful completion of this training, participants will be issued with a globally- recognized certificate.*

***Tailor-Made Course***

*We also offer tailor-made courses based on your needs.*

**Key Notes**

**a.** The participant must be conversant with English.

**b.** Upon completion of training the participant will be issued with an Authorized Training Certificate

**c.** Course duration is flexible and the contents can be modified to fit any number of days.

**d.** The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

**e.** One-year post-training support Consultation and Coaching provided after the course.

**f.** Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

## Upcoming Scheduled Sessions

| Start Date | End Date | Location | Price |
|---|---|---|---|
| **23 Nov 2026** | 27 Nov 2026 | Online | $1,000 |
| **23 Nov 2026** | 27 Nov 2026 | Physical | $1,500 |
| **23 Nov 2026** | 27 Nov 2026 | Physical | $3,000 |
| **23 Nov 2026** | 27 Nov 2026 | Physical | $3,000 |
| **23 Nov 2026** | 27 Nov 2026 | Physical | $6,000 |
| **23 Nov 2026** | 27 Nov 2026 | Physical | $4,500 |
| **23 Nov 2026** | 27 Nov 2026 | Physical | $6,000 |
| **23 Nov 2026** | 27 Nov 2026 | Physical | $6,000 |

Ready to enroll or request a customized program? Book online or contact us:

**Register Online Now**

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com