

# Complex Negotiation Skills in the Oil Gas

Contracts Management

## Course Overview

Complex Negotiation Skills in the Oil Gas: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa and live online.

## What You Will Achieve

- Explain the core principles and current good practice in Complex Negotiation Skills in the Oil Gas
- Apply practical tools and techniques for Complex Negotiation Skills in the Oil Gas in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Complex Negotiation Skills in the Oil Gas in practice
- Build a personal action plan to implement what you have learned

## Who Should Attend

Directors, senior managers, heads of department, team leaders and high-potential professionals preparing for greater leadership responsibility.

## Course Outline

1. Setting the scene: Complex Negotiation Skills in the Oil Gas in today's organisation
2. Key concepts and the language of Complex Negotiation Skills in the Oil Gas
3. Frameworks and good practice that deliver results
4. Hands-on application: workshop exercises and cases
5. Problem-solving clinic: participants' real challenges
6. Integrating Complex Negotiation Skills in the Oil Gas with day-to-day operations
7. Reporting, metrics and demonstrating value
8. Action planning: your first 90 days after the course

## Upcoming Dates and Fees

| DATES                | VENUE    | FEE (PER DELEGATE) |
|----------------------|----------|--------------------|
| 21 to 25 Sep 2026    | Durban   | \$1,395            |
| 5 to 9 Oct 2026      | Lagos    | \$1,450            |
| 26 to 30 Oct 2026    | Online   | \$800              |
| 9 to 13 Nov 2026     | Pretoria | \$1,395            |
| 30 Nov to 4 Dec 2026 | Harare   | \$1,650            |

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**LTC Consultants**

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Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.