



Association of International  
Petroleum Negotiators

February 11 - 13, 2020

# Negotiation Skills Workshop

Marriott Reforma Hotel  
Mexico City, Mexico





## About AIPN | [www.aipn.org](http://www.aipn.org)

The Association of International Petroleum Negotiators (AIPN) is the leading professional membership organization of commercial negotiators and energy lawyers in the international oil & gas industry, serving more than 3,200 professionals in some 110 countries. AIPN develops petroleum model contracts that are widely used throughout the industry, provides educational seminars and conferences around the world, publishes leading research on emerging energy issues and is the premier forum for dialogue on oil and gas transactions amongst companies, government and their advisors.

## Join AIPN | [www.aipn.org/join-aipn/](http://www.aipn.org/join-aipn/)

AIPN has three types of annual membership - Active, NOC, and Student. All three membership types can apply directly online at the link above.

All AIPN members receive discounted rates to AIPN courses, workshops and conferences; free downloads of all AIPN model contracts and research papers; unlimited access to join AIPN's model contract drafting committees; free online access to Journal of World Energy Law & Business and AIPN membership directory; and much more! You are invited to join us!

## Marriott Reforma Hotel

Paseo de la Reforma 276 Col Juarez  
Mexico City 06600 Mexico  
<https://www.marriott.com/hotels/travel/mexmc-mexico-city-marriott-reforma-hotel/>

## Workshop Faculty

Harry W. Sullivan, Jr., International Energy Attorney; Chair  
Toufic Nassif, President & CEO, T P Nassif and Associates LLC

## Workshop Materials

Workshop presentation materials are available for download on the AIPN website. Some printed material will be distributed, such as handouts and exercises; however, printed presentations will not be provided. Wi-Fi will be available for attendees during the course if you would like to view the presentations from your laptop or tablet. Presentations will be added to the website as they are received.

To access the workshop materials online:

- Login to the AIPN website ([www.aipn.org](http://www.aipn.org)) with your username and password,
- Input the workshop page url into your browser: [aipn.org/forms/meeting/Microsite/NSWS2020MEX](http://aipn.org/forms/meeting/Microsite/NSWS2020MEX)
- Click the "Meeting Documents" link located on the right.

You may also access the presentations under "My Profile", "My Meetings Page". If you do not know your AIPN login details, please email [chelsea@aipn.org](mailto:chelsea@aipn.org).

## Meals and Entertainment

Your workshop registration includes lunches, morning and afternoon coffee breaks, and entrance to the Networking Reception.

### Networking Reception

- Held 6:00 - 7:30 p.m. Tuesday, February 11 in the José Alfredo Jiménez Room.
- Dress code is business/business casual.
- Cocktails and hors d'oeuvres will be served. Come and enjoy great food, drinks and be prepared for plenty of networking!

### Workshop Sessions and Coffee Breaks

- All workshop sessions and all coffee breaks outlined in the program will be held in the Rufino Tamayo Room.

### Lunches

- All lunches outlined in the workshop program will be held in the José Alfredo Jiménez Room.

## CLE Credits

AIPN is an accredited sponsor approved by the State Bar of Texas Committee on MCLE. A maximum of 18.75 MCLE credit hours including 1.00 credit hour applying toward ethics/professional responsibility credit will be awarded based on individual attendance.

A CLE sign-up sheet is available at the registration desk. If you require credit for another state, please inform AIPN staff and they can provide you with a certificate of attendance.





## Workshop Program

### Tuesday, February 11, 2020

**08:00 - 09:00 Registration and Arrival Coffee**

**09:00 - 09:45 Introductions and Program Overview**

**09:45 - 10:45 Introduction to Negotiations**  
This session will examine some of the human elements that form an effective negotiator, including mental models, human nature traits and individual conflict management styles.

**10:45 - 11:15 TK Exercise**  
In this session each attendee will identify their conflict management style(s). The session will include a presentation, discussion and Q&A.

**11:15 - 11:30 Coffee Break**

**11:30 - 12:30 Negotiation: The “Theory” Strategy and Tactics**  
This session will review some of the commonly accepted negotiation theories in practice today. It will review BATNA, strategies and discuss negotiating tactics.

**12:30 - 13:30 Lunch**  
José Alfredo Jiménez Room

**13:30 - 14:00 “I Want it All” Exercise**  
This session includes a negotiation exercise to establish a consortium to acquire a Production Sharing Contract. The session will include a presentation, discussion and Q&A.

**14:00 - 15:15 Effective Negotiations**  
This session will review some of the traits and tools employed by effective Negotiators. Since preparation is often the key to a successful negotiation, this session will examine the ‘tools’ available to the Negotiator in preparation for a negotiation, including the negotiation process, planning, use of model form agreements, etc.

**15:15 - 15:45 Coffee Break**

**15:45 - 16:15 How to Handle the ‘Gold Digger’ Exercise**  
In this session attendees will take part in a negotiation exercise to renegotiate a drilling rig contract. The session will include a presentation, discussion and Q&A.

**16:15 - 17:45 Team Dynamics and Negotiation with Internal Management**  
This session will examine the dynamics of negotiating as part of a team, within the team structure and against another team.

**17:45 - 18:00 Questions, Discussion, Summation**

**18:00 - 19:30 Networking Reception**  
José Alfredo Jiménez Room

*Sponsored by*



### Wednesday, February 12, 2020

**08:00 - 09:00 Arrival Coffee**

**09:00 - 09:15 Introductions and Review of Objectives**

**09:15 - 11:15 International Negotiations: Cross Cultural Impacts on Negotiations**  
This session will examine the influences of and overcoming the barriers raised by negotiations between individuals from different cultural backgrounds. Time will be spent on cultural influences on negotiations and decision making.

**11:15 - 11:30 Coffee Break**

**11:30 - 12:15 “Moving the Mootoos” Exercise**  
This session includes a Corporate Social Responsibility (CSR) negotiation exercise. The session will include a presentation, discussion and Q&A.

**12:15 - 12:30 Cross Cultural Negotiations: Final Thoughts**



## Workshop Program

### Wednesday, February 12, 2020 (continued)

- 12:30 - 13:30 Lunch**  
José Alfredo Jiménez Room
- 13:30 - 14:30 Ethics, Integrity and Principled Negotiations**  
This interactive session will examine the legal constraints and ethical pressures, including anti-corruption laws like the U.S. Foreign Corruption Practices Act, which confront the negotiator in international negotiations. In addition to reviewing legal ethical considerations, the session will review the need for a negotiator to maintain a high degree of integrity and to engage in principled negotiations. Techniques to deal with real or perceived corruption or lapses in ethics or integrity will be discussed.
- 14:30 - 15:30 Negotiating with Difficult People**  
This interactive session will examine some techniques for dealing with difficult people and issues.
- 15:30 - 15:45 Coffee Break**
- 15:45 - 16:30 “Trouble with Geologists” Exercise**  
Attendees will start off the session by doing Part I of the exercise, followed by a discussion and short presentation. The session will finish off with Part II of the exercise, allowing the teams to reach a successful conclusion.
- 16:30 - 17:00 Welcome to “Bolango” - Introduction to the All-Day Negotiation Game**  
Small breakout groups will be formed to negotiate agreements in the island state of Bolango, a “Negotiation Skills Game”.
- 17:00 - 17:15 Questions, Discussion, Summation**



### Thursday, February 13, 2020

- 08:00 - 09:00 Arrival Coffee**
- 09:00 - 09:30 Play “Bolango” - A Negotiation Skills Game**  
Attendees will be introduced to Bolango and any questions about the game will be answered.
- 09:30 - 11:00 Play “Bolango” - Break-up into Teams**  
Attendees will organize into teams and proceed with the Bolango Game.
- 11:00 - 11:15 Coffee Break**
- 11:15 - 11:30 Progress Check**  
All teams reconvene to check that each team is progressing through the game.
- 11:30 - 12:30 Continue to Play “Bolango”**
- 12:30 - 13:30 Lunch**  
José Alfredo Jiménez Room
- 13:30 - 15:00 Continue to Play “Bolango”**
- 15:00 - 16:30 Teams Report Results of “Bolango”**  
Attendees will discuss the teamwork, originality and the negotiation skills issues they have encountered.
- 16:30 - 17:00 Review and Conclusion of Workshop**



*AIPN reserves the right to change the program and speakers unannounced at any time. All sessions will be held in the Rufino Tamayo Room unless otherwise noted.*