



# Association of International Petroleum Negotiators Fact Sheet

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## DATE FOUNDED

1981

## MISSION

The Association of International Petroleum Negotiators is an independent not-for-profit professional membership association that supports international energy negotiators around the world and enhances their effectiveness and professionalism in the international energy community.

## MEMBERSHIP

3,000 professionals in more than 80 countries

## ORGANIZATIONAL STRUCTURE

8 regional chapters: Asia; Australia/Pacific; Canada; CIS; Europe/Africa; Latin America; Middle East; United States

## MEMBER PROFILE

Members come from many different disciplines (commercial, technical, academic, and legal) and represent many different international and host government oil, gas and energy companies, and national and multilateral governmental authorities.

## SERVICES

### Continuing Education

- Annual Spring and International Conferences
- Annual Model Contracts Workshop, Negotiation Skills Workshop and Oil & Gas Asset Valuation and Decision Analysis Workshop
- Annual Core Course and Short Course on International Oil and Gas Law
- Annual Dispute Resolution Conference

### Model Contracts

- Widely accepted and used in the international oil and gas community. Members receive free contracts.
- Non-members may purchase contracts for \$75 each.
- Model Contract drafting committees are a valuable tool to gain industry experience. Members may be part of any committee; non-members may only be in one committee.

### Networking

- Annually held receptions and chapter events
- Membership directory and message board
- Job and resume bank
- Young Negotiators group and student outreach initiatives: writing competition, scholarship program and student clubs

## PUBLICATIONS

- Journal of World Energy Law and Business (published by Oxford University Press)
- Advisor quarterly newsletter
- Research papers
- Model Contracts

## LEADERSHIP

AIPN is governed by a Board of Directors elected by the membership. The association has numerous standing committees and special committees that are established by the Board of Directors. Chapters and divisions also elect leaders to oversee their activities.