

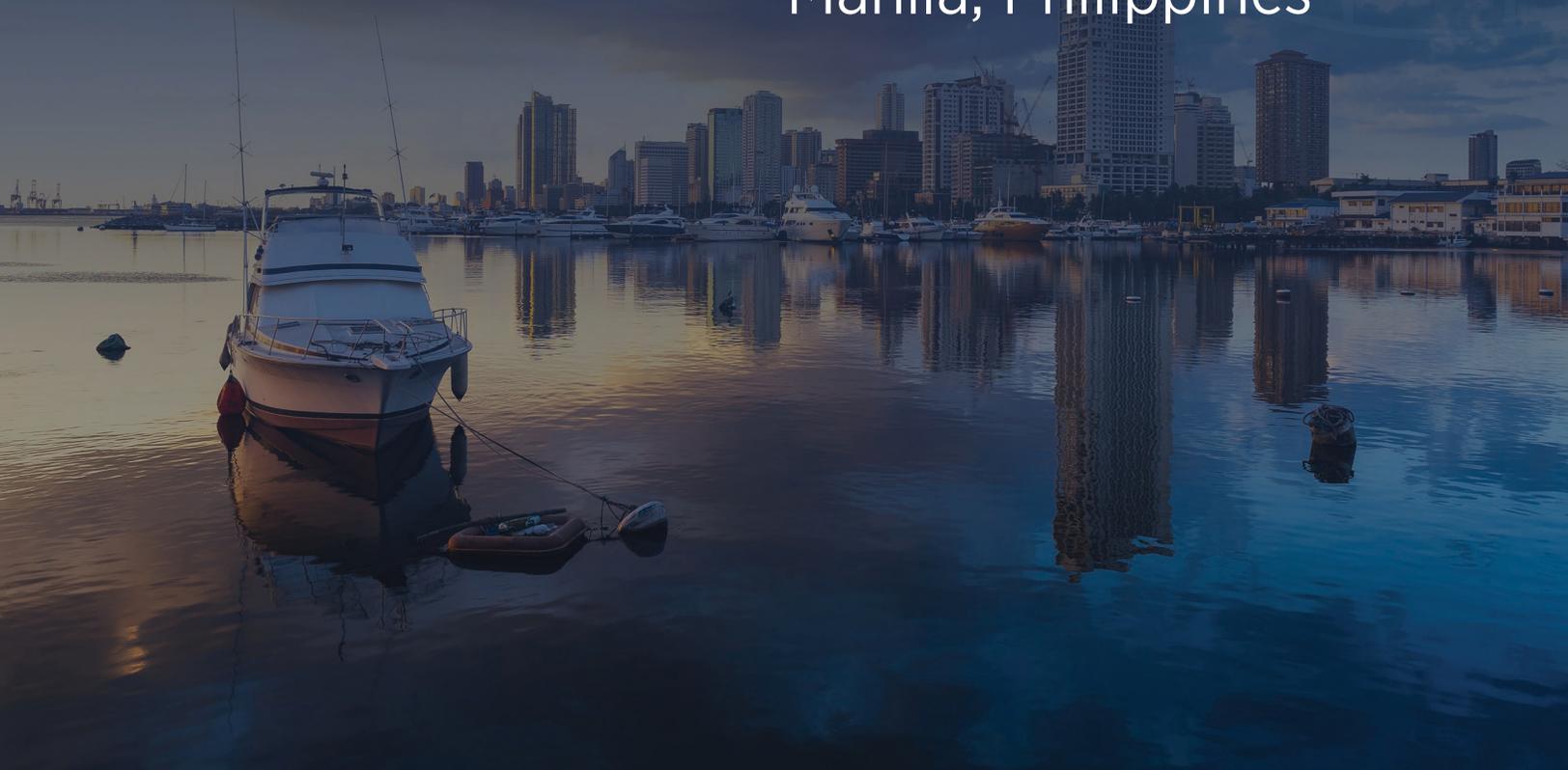


Association of International
Petroleum Negotiators

February 18 - 20, 2020

Negotiation Skills Workshop

Makati Shangri-La
Manila, Philippines





About AIPN | www.aipn.org

The Association of International Petroleum Negotiators (AIPN) is the leading professional membership association of commercial negotiators and energy lawyers in the international oil & gas industry, serving more than 3,100 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.

Registration Fees

By January 21, 2020

Member: \$1,525

Non-member: \$1,725

Student*: \$500

NOC/Government/Academic: \$1,425

After January 21, 2020

Member: \$1,625

Non-member: \$1,825

Student and NOC/Government/Academic rates are the same no matter when registration is completed.

**Students, email proof of enrollment to aipnevents@aipn.org after registering*

Your workshop registration includes digital materials, lunches, breaks, and the Welcome Reception. Registration does not include hotel and travel accommodations. All fees are in US dollars. **Cancellation/Refund Policy:** Workshop fees are refundable until January 21, 2020, minus a 10% administrative charge. The administrative charge will be based on your registration amount. After that date, fees are non-refundable. Timely delegate substitutions will be permitted. Total amount must be paid in full for registration to be processed.

Workshop Faculty

Kimberly H. Reeder, General Counsel, Arrow Energy Pty Ltd

Michael Arruda, Partner, Baker Botts LLP

Makati Shangri-La, Manila

Ayala Avenue corner Makati Avenue

Makati City 1200

Metro Manila, Philippines

Phone: (63 2) 8813 8888

<https://www.shangri-la.com/en/manila/makatishangrila/>

The Makati Shangri-La, Manila is a renowned five-star luxury hotel in Makati City. The hotel offers guests the opportunity to experience the heart of Manila from the very center of Makati's prestigious business, shopping and entertainment district.

Reservations

To reserve a sleeping room, please book directly with the hotel via its website listed below. AIPN has not reserved a room block, so rates will be listed at the best available rates. Hotel website link:

<https://www.shangri-la.com/en/manila/makatishangrila/>

Traveling to Manila

Manila's main international airport is the Ninoy Aquino International Airport (NAIA), commonly referred to as the Manila International Airport. The Makati Shangri-La is approximately 20 minutes from Manila International Airport. For airport transportation options and directions to the Shangri-La, please visit: <http://www.shangri-la.com/manila/makatishangrila/about/map-directions/>.

Visa Information

If you require a letter of invitation to obtain a visa for this workshop, payment of the registration fee must first be made. If you apply and do not receive a visa, please send us a copy of the rejection letter from the consulate, and we will refund your payment in full. Please email aipnevents@aipn.org for more details.





Workshop Program

Tuesday, February 18, 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**
Circles Event Café
- 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**
Pasay B

Wednesday, February 19, 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**
- 12:30 - 13:30 Lunch**
Circles Event Café



Workshop Program

Wednesday, February 19, 2020 (continued)

- 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 Corrupt 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 20, 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**
Circles Event Café
- 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 Pasay A Room unless otherwise noted.