Strategic Midstream & Downstream Petroleum Contracts Training Course

08 - 12 Nov 2026

Istanbul

4900 € (Per Person)

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Course Introduction / Overview:

The midstream and downstream segments of the petroleum industry are complex, involving a vast network of pipelines, refineries, and distribution channels. Navigating this landscape requires a deep understanding of the contracts that govern every transaction, from transportation to sales. This comprehensive training course, provided by BIG BEN Training Center, is designed to give professionals the skills needed to negotiate and manage these critical agreements effectively. The curriculum covers the full scope of midstream and downstream contracts, including transportation and storage agreements, joint ventures, and product sales contracts. We delve into the key clauses that determine risk allocation, pricing, and liability, which are essential for protecting the interests of your organization. We will also explore the art of negotiation in this highly competitive environment. The program is informed by academic works such as Oil & Gas Contracts: Principles and Practice by Peter Roberts. By combining theoretical legal frameworks with practical, real-world negotiation exercises, this course equips participants with the expertise to confidently handle complex petroleum contracts and negotiations.

Target Audience / This training course is suitable for:

- Contract and commercial managers.
- Business development specialists.
- Legal professionals.
- Project managers.
- Procurement and supply chain officers.
- Financial analysts.
- Government regulators.

Target Sectors and Industries:

- Midstream and downstream oil and gas.
- Refining and petrochemicals.
- Pipeline and transportation services.
- Marketing and trading.
- Government agencies and regulatory bodies.
- Energy consulting and law firms.
- Banking and finance.

Target Organizations Departments:

- Contracts and procurement.
- Legal and compliance.
- Business development.
- Commercial and marketing.
- Project management.
- Finance.
- Risk management.

Course Offerings:

By the end of this course, the participants will have able to:

- Structure and draft effective transportation agreements.
- Negotiate key clauses in joint venture and sales contracts.
- Identify and mitigate commercial and legal risks.
- Apply negotiation strategies in high-stakes scenarios.
- Understand the legal and regulatory framework governing midstream contracts.
- Analyze pricing mechanisms for refined products.
- Resolve contractual disputes through negotiation and alternative dispute resolution.

Course Methodology:

This training course uses a highly interactive and practical methodology to immerse participants in the world of petroleum contracts and negotiations. Our approach is centered on a series of case studies that simulate real-world contract negotiations, from an initial letter of intent to the final signed agreement. Participants will work in teams to prepare and execute mock negotiations, taking on different roles such as a company representative or a government official. This role-playing component provides a safe environment to practice and hone negotiation skills. The course also includes expert-led discussions on industry standards, legal precedents, and common contractual pitfalls. Participants will receive constructive feedback from the instructor and peers, which will help them refine their strategies. BIG BEN Training Center is dedicated to providing a learning experience that goes beyond theory to build the tangible skills necessary for success in this specialized field.

Course Agenda (Course Units):

Unit One: Fundamentals of Midstream and Downstream the Commercial Landscape.

- Overview of the midstream and downstream value chain.
- Key commercial players and their roles.
- Introduction to petroleum contracts.
- Contractual relationships: joint ventures and partnerships.
- Regulatory and legal frameworks.
- Risk allocation in midstream and downstream operations.
- Pricing and payment mechanisms.

Unit Two: Transportation and Storage Contracts from Wellhead to Refinery.

- Types of transportation agreements.
- Pipeline contracts and key clauses.
- Storage and terminating agreements.
- Capacity obligations and force majeure.
- Service tariffs and fees.
- Operational and maintenance responsibilities.
- A case study of a transportation contract negotiation.

Unit Three: Product Sales Contracts Buying, Selling, and Trading.

- Crude oil sales and purchase agreements.
- Refined product sales agreements.
- LNG and natural gas sales contracts.
- Pricing formulas: spot, term, and derivatives.
- Quality specifications and cargo inspection.
- Delivery and acceptance procedures.
- Incoterms and title transfer.

Unit Four: Negotiation Strategies and Skills the Art of the Deal.

- Pre-negotiation planning and preparation.
- Understanding your leverage and the other party's position.
- Effective communication and persuasion techniques.
- Managing cultural differences in international negotiations.
- Conflict resolution and dispute handling.
- Building long-term relationships.
- Negotiation role-playing exercise.

Unit Five: Risk Management and Contractual Pitfalls Protecting Your Interests.

- Contractual liability and indemnity clauses.
- Limitation of liability and warranties.
- Force majeure and material adverse change.
- Contractual termination and default.
- Dispute resolution mechanisms.
- A case study on a dispute.
- Contract review and final signing.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each day session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

How do geopolitical shifts and the increasing focus on energy security influence the negotiation strategies and contractual terms in global midstream and downstream agreements?

What unique qualities does this course offer compared to other courses?

This training course is unique because it combines a deep dive into midstream and downstream petroleum contracts with a practical focus on negotiation skills. Unlike programs that focus solely on upstream agreements, our curriculum addresses the specific and often complex legal and commercial challenges of moving, processing, and selling oil and gas products. The course is not just about understanding contracts; it's about learning how to negotiate them effectively to protect your company's interests. Our methodology, which is heavily based on realistic case studies and role-playing, gives you hands-on experience that builds confidence and expertise. We also cover the full lifecycle of a contract, from initial drafting to dispute resolution, providing a complete and actionable skill set for professionals. This program provides the strategic insights and practical tools needed to succeed in the intricate world of midstream and downstream petroleum operations.