Public Sector Management · PM163

Government Effective Relations for the Oil & Gas Sector

Milan (Italy) · 23 - 27 Nov 2026

Date	Venue	Duration
23 - 27 Nov 2026	**Milan (Italy)**	**1 Week**
Fee	Ref	Language
£5,250 GBP	**PM163**	**English**

Introduction

This training course on effective government relations in the oil and gas industry gives participants a thorough understanding of how government relations work in the oil and gas industry. Participants recognize the commercial benefits that a strategic approach to government relations can provide at all stages of the oil and gas investment cycle (exploration and production, transportation, trading, processing, and distribution).

This training course teaches participants about the role of government relations in attracting new businesses, building and strengthening reputations, supporting operations, managing changes, and resolving disputes.

This training course will highlight:

- Political risk analysis and mitigation
- License to operate
- Stakeholder mapping
- New country entry
- Advocacy and lobbying

Course Objectives of Government Effective Relations for the Oil & Gas Sector

By the end of this training course, participants will learn:

- In-depth knowledge of how to use a strategic approach to government relations to create value for your business
- In-depth insight into how to analyze and mitigate political risks facing your business
- The ability to develop and implement a fit for purpose government relations strategy to support your business needs
- Knowledge of a wide range of tools and tactics to use to improve your ability to manage relations with government in a wide variety of situations

- Insight into how to create synergies between the government relations function and other functions such as Project Management, Operations, Finance, Legal and Public Relations

Course Methodology of Government Effective Relations for the Oil & Gas Sector

This training seminar on Effective Government Relations for the Oil & Gas Sector will utilize a variety of proven adult learning techniques to ensure maximum understanding, comprehension, and retention of the information presented. The daily workshops will be highly interactive and participative.
This training course will be based on interactive exercises and case studies drawn from a wide range of countries and situations. One day of the training will be dedicated to a practical business game based on a realistic scenario.

Organizational Impact of Government Effective Relations for the Oil & Gas Sector

- Improve awareness of best practice in government relations
- Enhance the ability to analyze and mitigate political risk
- Improve the organization’s capability for designing and implementing effective government relations strategies
- Increase the organization’s capability to map and understand its stakeholders
- Improve ability to advocate for win-win solutions

Personal Impact of Government Effective Relations for the Oil & Gas Sector

- Enhance capability of the trainee to use a wide range of government relations tools and strategies
- Increase knowledge of global trends in government relations
- Increase the knowledge of different approaches to analyzing and mitigating political risk
- Increase the skill to implement government relations strategies
- Enhance the capabilities of attendees to build and maintain a license to operate

Target Audience of Government Effective Relations for the Oil & Gas Sector

This training course is suitable to a wide range of professionals who are interested in learning about government relations for the oil and gas sector:

- Government Relations Managers
- Political Risk Analysts
- Corporate Affairs Managers
- External Relations Managers
- Corporate Social Responsibility Managers
- Public Relations Professionals
- Country Managers
- Asset Managers
- Project Managers

- Operations Managers
- New Venture Managers
- Business Development Managers
- Finance and Tax Professionals
- Lawyers
- Risk Managers

Course Outlines of Government Effective Relations for the Oil & Gas Sector

DAY 1

Introduction to Effective Government Relations

What is effective Government Relations?

- The Business Case for Government Relations
- Discussion: How important is government to your business?

Ethics and Principles

- How to conduct Government Relations with integrity?
- Legal Aspects
- Reputation Risk
- Trends

DAY 2

Political Risk Analysis and Mitigation

- Introduction to Political Risk
- Stakeholders: Agendas and Drivers
- Political Risk Analysis Tools
- Global Issues and Trends
- Strategies for Mitigating Political Risk

DAY 3

Effective Applications of Government Relations

New Opportunities

- New Country Entry
- Expanding Existing Operations
- Mergers and Acquisition

Build and Strengthen Reputation

- Stakeholder Mapping
- The License to Operate: Sustainable Relations with Governments and Communities
- Gaining and Maintaining a License to Operate

Managing Change

- Advocacy and Lobbying
- Understanding Government Stakeholder Agendas and Drivers

- Building a Case for Change

Resolving Disputes

- Business Diplomacy
- Resolving Disputes with Government, Local Communities and other Stakeholders
- Conducting Due Diligence
- Creating Win-Win Solutions

DAY 4

The Government Relations Toolbox

Strategies and Plans

- Elements of a Government Relations Strategy
- Implementation
- Monitoring Results and Assessing Performance

Tools and Tactics

- High Level Engagement
- Engaging in the Policy Debate
- Joining Forces with Others
- When Things Go Wrong

Synergy with other Functions

- Tax-Role of Media including Social Media
- Role of Corporate Social Responsibility
- Public Relations

Organization

- Where does Government Relations fit in the company’s org chart?
- What does a fit-for-purpose Government Relations department look like?
- Skills and Experience of Government Relations Managers

DAY 5

The Government Relations Business Game

This day will allow attendees to bring their Government Relations expertise to bear on a realistic scenario. Attendees will have the opportunity to put into practice a range of Government Relations strategies and tools. They will be able to experience the impact of these in a fictional but realistic scenario.

Session 1

- Introducing the Scenario
- Risk Analysis
- Stakeholder Mapping
- Government Relations Strategy

Session 2

- Building the License to Operate
- Implementing the Strategy
- Managing Expectations
- Alignment with the Government
- First Signs of Trouble

Session 3

- Political Instability
- Strikes and Protests
- New Opportunities
- New Partnerships

Session 4

- Defending the License to Operate
- Long Term Outlook
- Divestment or Staying-on?
- Lessons Learned and Conclusions

Concluding Discussion

- What does excellence in Government Relations look like?
- Q&A

Register or ask about this course online

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