

GOVERNANCE & COMPLIANCE | COURSE BROCHURE

Strategic Government Relations in the Oil & Gas Industry

5 days | Classroom training | English

SMART HORIZON

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Course content

Why attend

This course equips professionals in the oil and gas sector with strategic government relations skills. Participants will learn to navigate regulatory environments, engage stakeholders, and influence policy decisions effectively, ensuring compliance and fostering beneficial partnerships within the industry.

Government relations are crucial in the oil and gas industry due to the complex regulatory landscape and the need for compliance with local and international laws. Professionals often face challenges in aligning business objectives with government policies, which can significantly impact project timelines, operational costs, and profitability. Understanding how to manage these relationships effectively is essential for success. This course addresses the specific skills needed to engage with government stakeholders, assess regulatory impacts, and develop strategies that align corporate goals with public policy, thereby enhancing operational efficiency, reducing risks associated with non-compliance, and promoting sustainable practices.
Participants will develop practical capabilities in stakeholder engagement, policy analysis, and strategic communication. They will practice crafting advocacy strategies, assessing regulatory impacts, and building coalitions. This hands-on approach ensures that attendees can apply their learning directly to real-world scenarios, enhancing their effectiveness in government relations roles. By the end of the course, participants will be equipped to navigate the intricacies of government relations, advocate for their organisations, and foster collaborative relationships that can lead to successful project outcomes, improved community relations, and sustainable business practices.

Professional Problems This Course Is Designed to Solve

- Difficulty translating subject knowledge into practical workplace decisions.
- Inconsistent approaches to the activities covered in the course outline.
- Lack of a structured plan for applying and reviewing new skills.

Course methodology

The course employs a blend of case studies, role-playing exercises, and collaborative workshops to deepen understanding of strategic government relations. Participants will engage in simulations that mimic real-world scenarios, allowing them to practice negotiation and advocacy skills. Specific exercises will include developing stakeholder engagement plans and crafting policy briefs. Outputs will include policy briefs, stakeholder engagement plans, and advocacy strategies, providing tangible evidence of learning and capability development. This practical approach ensures that participants not only learn theoretical concepts but also apply them in a controlled environment, preparing them for real-world challenges in government relations and enhancing their strategic decision-making skills.



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Course objectives

By the end of this course, participants will be able to:
• Analyse the regulatory framework affecting the oil and gas industry and its implications for strategic planning.
• Assess stakeholder interests and influence in government relations to inform engagement strategies.
• Design a comprehensive government relations strategy tailored to a specific oil and gas project.
• Evaluate the effectiveness of communication strategies in influencing policy decisions and stakeholder perceptions.
• Construct a coalition-building plan to enhance advocacy efforts within the industry.
• Justify the selection of specific lobbying tactics based on case study analysis and stakeholder mapping.

Target audience

This course is suitable for:
• Government relations specialists in oil and gas companies, responsible for managing regulatory compliance and stakeholder engagement.
• Policy analysts working with government agencies or NGOs, focusing on energy policies and regulations.
• Corporate communications professionals in the oil and gas sector, tasked with managing public relations and advocacy efforts.
• Project managers in oil and gas firms, needing to navigate government relations for project approvals and permits.

Target competencies

Participants will develop competencies in:
• Strategic analysis of regulatory environments and their impact on business operations.
• Effective stakeholder engagement and relationship management in the public sector.
• Development of advocacy strategies that align business goals with government policies.
• Communication of complex regulatory issues to diverse audiences, including policymakers and the public.
• Negotiation skills tailored to the oil and gas industry's unique challenges and opportunities.
• Coalition-building techniques to strengthen advocacy efforts and influence policy outcomes.

Course outline

Day 1: Understanding the Regulatory Landscape

Applied activity: Participants will analyse a recent regulatory change affecting the oil and gas sector, identifying its implications for business strategy and compliance. They will work in groups to discuss how these changes could impact project timelines and stakeholder relations, considering both risks and opportunities.
Output: A detailed report summarising the regulatory change and its potential impact on operations, including recommendations for strategic adjustments.



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09:00–09:54	Overview of key regulations affecting the oil and gas industry and their implications for operations.
09:54–10:48	Analysis of local, national, and international regulatory frameworks and compliance requirements.
10:48–11:00	Impact of environmental policies on industry operations and project approvals.
11:00–11:30	**Coffee break**
11:30–12:12	Impact of environmental policies on industry operations and project approvals. (continued)
12:12–13:06	Role of government agencies in regulating oil and gas activities and ensuring compliance.
13:06–14:00	Case studies of regulatory challenges faced by companies and lessons learned.

Day 2: Stakeholder Mapping and Engagement

Applied activity: Participants will create a stakeholder map for a hypothetical oil and gas project, outlining key players, their interests, and the potential impact of their actions. They will also develop engagement strategies for each stakeholder identified, focusing on communication methods and timing.
Output: A visual stakeholder map with engagement strategies for each identified stakeholder, including a summary of their interests and influence.

09:00–09:54	Identifying key stakeholders in government relations, including regulators, policymakers, and community leaders.
09:54–10:48	Mapping stakeholder interests and influence to inform engagement strategies and prioritise outreach efforts.
10:48–11:00	Developing strategies for effective stakeholder engagement and communication tailored to different audiences.
11:00–11:30	**Coffee break**
11:30–12:12	Developing strategies for effective stakeholder engagement and communication tailored to different audiences. (continued)
12:12–13:06	Building relationships with government officials and agencies to facilitate collaboration and support.
13:06–14:00	Case studies of successful stakeholder engagement initiatives in the oil and gas sector.



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Day 3: Crafting Advocacy Strategies

Applied activity: Working in groups, participants will develop an advocacy strategy for a proposed oil and gas project, considering stakeholder interests, regulatory requirements, and potential opposition. They will present their strategy to the class for feedback, focusing on clarity and persuasiveness.
Output: A comprehensive advocacy strategy document outlining objectives, messaging, tactics, and evaluation methods.

09:00–09:54	Elements of a successful advocacy strategy, including objectives, messaging, and tactics.
09:54–10:48	Aligning business objectives with government policy goals to enhance advocacy efforts.
10:48–11:00	Developing messaging for different audiences, including policymakers and the public, to support advocacy initiatives.
11:00–11:30	**Coffee break**
11:30–12:12	Developing messaging for different audiences, including policymakers and the public, to support advocacy initiatives. (continued)
12:12–13:06	Utilising data and research to support advocacy efforts and demonstrate the benefits of proposed policies.
13:06–14:00	Evaluating the effectiveness of advocacy campaigns and adjusting strategies based on outcomes.

Day 4: Communication and Negotiation Skills

Applied activity: Participants will engage in a role-playing exercise simulating a negotiation with government officials regarding project approvals, applying learned communication techniques. They will negotiate terms and address concerns raised by officials, refining their negotiation strategies in real-time.
Output: A reflection report detailing negotiation outcomes, strategies used, and lessons learned for future negotiations.

09:00–09:54	Effective communication techniques for government relations, focusing on clarity and persuasion.
09:54–10:48	Negotiation tactics specific to the oil and gas industry, including strategies for overcoming objections.
10:48–11:00	Managing conflicts and building consensus among diverse stakeholders in government relations.
11:00–11:30	**Coffee break**
11:30–12:12	Managing conflicts and building consensus among diverse stakeholders in government relations. (continued)
12:12–13:06	Role-playing negotiation scenarios with government stakeholders to practice skills and receive feedback.



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13:06–14:00	Feedback and analysis of communication strategies to improve effectiveness in real-world situations.

Day 5: Integrated Application of Government Relations Strategies

Applied activity: Participants will work in teams to develop and present a complete government relations plan for a fictional oil and gas project, integrating all learned components. They will present their plan to a panel of 'stakeholders' for evaluation, focusing on strategic alignment and stakeholder impact.
Output: A formal presentation of the government relations plan, including stakeholder analysis, advocacy strategies, and communication tactics, along with feedback from the panel.

09:00–09:54	Bringing together stakeholder engagement, advocacy, and communication strategies into a cohesive plan.
09:54–10:48	Developing a comprehensive government relations plan that addresses regulatory compliance and stakeholder interests.
10:48–11:00	Assessing risks and opportunities in government relations to inform strategic decision-making.
11:00–11:30	**Coffee break**
11:30–12:12	Assessing risks and opportunities in government relations to inform strategic decision-making. (continued)
12:12–13:06	Creating a framework for ongoing stakeholder engagement to ensure long-term success.
13:06–14:00	Finalising and presenting government relations strategies to a panel for critique and discussion.

The timings provided are estimates and may vary depending on the number of participants and the discussions taking place during the sessions. They are indicative only and do not constitute a binding commitment.

Dates, venues and fees

Current published course plans. Fees are per participant in EUR, excluding unconfirmed taxes.

Venue	Start date	End date	Fee (EUR)
Cape Town Confirmed dates	9 Nov 2026	13 Nov 2026	**€1,890.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	9 Nov 2026	13 Nov 2026	**€1,250.-**
Singapore Confirmed dates	16 Nov 2026	20 Nov 2026	**€2,820.-**
Online Confirmed dates	16 Nov 2026	20 Nov 2026	**€1,250.-**
London Confirmed dates	7 Dec 2026	11 Dec 2026	**€2,450.-**
Online Confirmed dates	7 Dec 2026	11 Dec 2026	**€1,250.-**
Dubai Confirmed dates	14 Dec 2026	18 Dec 2026	**€3,150.-**
Online Confirmed dates	14 Dec 2026	18 Dec 2026	**€1,250.-**
Frankfurt Confirmed dates	4 Jan 2027	8 Jan 2027	**€2,650.-**
Online Confirmed dates	4 Jan 2027	8 Jan 2027	**€1,250.-**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Kuala Lumpur Confirmed dates	18 Jan 2027	22 Jan 2027	**€1,450.-**
Online Confirmed dates	18 Jan 2027	22 Jan 2027	**€1,250.-**
Paris Confirmed dates	1 Feb 2027	5 Feb 2027	**€2,860.-**
Online Confirmed dates	1 Feb 2027	5 Feb 2027	**€1,250.-**
Barcelona Confirmed dates	8 Feb 2027	12 Feb 2027	**€2,840.-**
Online Confirmed dates	8 Feb 2027	12 Feb 2027	**€1,250.-**
Istanbul Confirmed dates	15 Feb 2027	19 Feb 2027	**€2,650.-**
Online Confirmed dates	15 Feb 2027	19 Feb 2027	**€1,250.-**
Amsterdam Confirmed dates	1 Mar 2027	5 Mar 2027	**€2,540.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	1 Mar 2027	5 Mar 2027	**€1,250.-**
Singapore Confirmed dates	15 Mar 2027	19 Mar 2027	**€2,820.-**
Online Confirmed dates	15 Mar 2027	19 Mar 2027	**€1,250.-**
London Confirmed dates	5 Apr 2027	9 Apr 2027	**€2,450.-**
Online Confirmed dates	5 Apr 2027	9 Apr 2027	**€1,250.-**
Vienna Confirmed dates	12 Apr 2027	16 Apr 2027	**€2,940.-**
Online Confirmed dates	12 Apr 2027	16 Apr 2027	**€1,250.-**
Dubai Confirmed dates	19 Apr 2027	23 Apr 2027	**€3,150.-**
Online Confirmed dates	19 Apr 2027	23 Apr 2027	**€1,250.-**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Frankfurt Confirmed dates	3 May 2027	7 May 2027	**€2,650.-**
Online Confirmed dates	3 May 2027	7 May 2027	**€1,250.-**
Kuala Lumpur Confirmed dates	17 May 2027	21 May 2027	**€1,450.-**
Online Confirmed dates	17 May 2027	21 May 2027	**€1,250.-**
Rome Confirmed dates	31 May 2027	4 Jun 2027	**€2,450.-**
Online Confirmed dates	31 May 2027	4 Jun 2027	**€1,250.-**
Paris Confirmed dates	7 Jun 2027	11 Jun 2027	**€2,860.-**
Online Confirmed dates	7 Jun 2027	11 Jun 2027	**€1,250.-**
Istanbul Confirmed dates	21 Jun 2027	25 Jun 2027	**€2,650.-**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	21 Jun 2027	25 Jun 2027	**€1,250.-**
Amsterdam Confirmed dates	5 Jul 2027	9 Jul 2027	**€2,540.-**
Online Confirmed dates	5 Jul 2027	9 Jul 2027	**€1,250.-**
Singapore Confirmed dates	19 Jul 2027	23 Jul 2027	**€2,820.-**
Online Confirmed dates	19 Jul 2027	23 Jul 2027	**€1,250.-**
London Confirmed dates	2 Aug 2027	6 Aug 2027	**€2,450.-**
Online Confirmed dates	2 Aug 2027	6 Aug 2027	**€1,250.-**
Rome Confirmed dates	9 Aug 2027	13 Aug 2027	**€2,450.-**
Online Confirmed dates	9 Aug 2027	13 Aug 2027	**€1,250.-**



Course content

Dates, venues and fees (continued)

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Dubai Confirmed dates	16 Aug 2027	20 Aug 2027	**€3,150.-**
Online Confirmed dates	16 Aug 2027	20 Aug 2027	**€1,250.-**
Frankfurt Confirmed dates	6 Sept 2027	10 Sept 2027	**€2,650.-**
Online Confirmed dates	6 Sept 2027	10 Sept 2027	**€1,250.-**
Kuala Lumpur Confirmed dates	20 Sept 2027	24 Sept 2027	**€1,450.-**
Online Confirmed dates	20 Sept 2027	24 Sept 2027	**€1,250.-**
Paris Confirmed dates	4 Oct 2027	8 Oct 2027	**€2,860.-**
Online Confirmed dates	4 Oct 2027	8 Oct 2027	**€1,250.-**
Cape Town Confirmed dates	11 Oct 2027	15 Oct 2027	**€1,890.-**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	11 Oct 2027	15 Oct 2027	**€1,250.-**
Istanbul Confirmed dates	18 Oct 2027	22 Oct 2027	**€2,650.-**
Online Confirmed dates	18 Oct 2027	22 Oct 2027	**€1,250.-**
Amsterdam Confirmed dates	1 Nov 2027	5 Nov 2027	**€2,540.-**
Online Confirmed dates	1 Nov 2027	5 Nov 2027	**€1,250.-**
Singapore Confirmed dates	15 Nov 2027	19 Nov 2027	**€2,820.-**
Online Confirmed dates	15 Nov 2027	19 Nov 2027	**€1,250.-**
London Confirmed dates	6 Dec 2027	10 Dec 2027	**€2,450.-**
Online Confirmed dates	6 Dec 2027	10 Dec 2027	**€1,250.-**



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Dates, venues and fees (continued)

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Dubai Confirmed dates	13 Dec 2027	17 Dec 2027	**€3,150.-**
Online Confirmed dates	13 Dec 2027	17 Dec 2027	**€1,250.-**

Plan your next step

Dates, availability, exact venue, taxes, inclusions and payment terms require written confirmation. This brochure is not a quotation, registration, booking confirmation or visa invitation. Participants receive a Smart Horizon certificate of attendance; programmes are not externally accredited and do not award a professional qualification or designation. Confirm arrangements before booking travel.

For group or in-house training, contact our learning team to discuss your objectives and delivery arrangements.

Contact Smart Horizon

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