



## WEBINAR

### **Title**

The type of petroleum agreements, negotiations and techniques

### **Expert**

Dr Carlo Clerici

### **Abstract**

The speech focuses on the structure and basic terms provided for in the main type of upstream Petroleum Agreements usually concluded between the Authorities of a Country and the Oil Companies, i.e. Production Sharing Agreements, Concession Agreements and Service Contracts.

A further analysis concerns the Joint Operating Agreements which govern the relationship among the oil companies within the "Contractor Group".

The presentation also includes a description of the recent trends in the international contractual practices. An overview of the main type of negotiations is made with some references to the negotiations techniques adopted.