

“Joint Ventures” between ‘Local’ and ‘Foreign’ Partners

An International Perspective: Values & Opportunities, Risks & Challenges, Proven Experiences & Best Practices

The Benefit of the Course:

- ✓ Understand the strategy behind joint ventures and be able to identify the approach that is right for your company
- ✓ Gain a thorough grounding in the legal and contractual aspects of joint ventures and enhance your contract negotiations skills
- ✓ Learn how to assess potential joint ventures partners in order to minimize risk
- ✓ Gasp the challenges of staffing and managing joint ventures involving different types of organizations and cultures
- ✓ Gain insight into how joint ventures work in practice
- ✓ Discover the tools and techniques that will maximize the long term value of joint ventures for your business

Key Themes and Cases Covered are Including:

- ✓ Why / how / when / with whom entering into a JV?
- ✓ Market, Economic, Technical, Organizational, Operational , HSE and HR aspects
- ✓ Opportunity Management Philosophy and a Wining JV Development Approach
- ✓ Typical Risks, their Assessment, Management and Mitigation in JVs
- ✓ Best practice throughout the JV Lifecycle: Preparation, Negotiation, Formation ,Governance , Exit, Termination and Extension
- ✓ Best Practices for developing Robust and Sustained Joint Venture Agreements
- ✓ Key Governance Roles, Responsibilities and Best Practices

Key Objectives:

To ensure awareness of **counterparties'** philosophies and approaches as a basis for developing skills and implementing own winning objectives and strategy.

Target Audience:

- ✓ Senior Managers involved in current or upcoming JV negotiations
- ✓ Commercial and business development managers
- ✓ In-house counsel and attorneys specializing in negotiating and managing international agreements
- ✓ Executives of petroleum service companies and engineering firms



**23-24 October,2018
Tehran-Iran**

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Organised and Presented By:



International Training and Consulting Provider

PAYMENT, CANCELATION & REFUND POLICIES:

All payments must be received prior to course commencement. Payments are accepted in the form of bank cheque or bank transfer. Cancellation requests by applicants should be in writing and received 30 days before the commencement of course, for the course fee to be refunded minus registration/administration cost of **Rials 3,000,000**.

Cancellations must be made in writing. No refunds will be made for cancellations received less than 30 days before the start of the course. Enrollment is not automatically cancelled if participant does not show up. A substitute participant may be nominated upon approval of MAT Group.

MAT Group reserves the right to withdraw or postpone a course if the number of participants is not sufficient, up to three weeks prior to the course starting date. If a course is cancelled by MAT Group, you will receive notice by email or fax. A full refund of paid registration fees will be given or can be transferred to another MAT Group public course within 12 months (date of registration) of equal cost. Please keep our registration and cancellation policies in mind when arranging your travel as MAT Group does not accept liability for any costs incurred for cancellation or change of travel or hotel reservations.

YOUR PRINCIPAL COURSE LEADER:



Aman Amanpour has been an Independent Petrochemicals & Energy Consultant since April 2010 after retiring from Shell. His clientele consists of major petrochemical and energy corporations, as well as renowned companies providing key services to these industries. His last two positions in Shell were President Shell Chemicals Middle East and thereafter Group General Manager for Shell Upstream New Business for the Middle East, Caspian and south Asia region.

Mr. Amanpour, with a distinguished career of 37 years, has attained deep and broad expertise and network across the different regions and sectors of the whole Hydrocarbon Value Chain. Aman is a recognized expert and leader in the petrochemicals and Energy industries with many awards and success stories in the areas of: major new investments, asset development, new business, joint venture set up management, leadership of global business units, key account management and marketing and sales. Aman holds Master degrees in Chemical Engineering as well as in Computer Aided Engineering, he has completed several Business, Management and Leadership programs and is fluent in several Languages. He has authored many publications, given public speeches and award winning industry contributions and has led top-ranking public and in-house management training programmes.

COURSE FEE:

- ✓ Payment of Rials **40,000,000.00** to MAT Persian Group, **Account Number 810-652-6, Code 1080, Parsian Bank, Iran, Tehran by 10th September, 2018.**
- ✓ The above price does not include 9% VAT.

IMPORTANT NOTICE:

- Payments are required with registration and must be received prior to the course to guarantee your place.
- The regular registration period ends on **10th September, 2018**. Afterward, late "Registration Fee" of Rials **3,000,000.00** will be charged.
- A certificate of successful completion of the course will be awarded to participants who attend and complete all course sessions.
- The registration payment includes: **Course Materials, Coffee Break & Lunch.**

COURSE OUTLINES:

This 2-Days intensive and interactive course is based on decades of Trainer's experience in preparing, negotiating, setting up and governing of key international partnerships and joint ventures in and between major **multinational, national and privately owned** companies. The program taps on own wealth of leading, involvement in and observation of mainly successful (and at times: less so!) practices and approaches, as well as on a plethora of other established experiences under a variety of business, operating, organizational, technical and geographical risk / reward circumstances.

Day One:

International Players': Rationales, Philosophy, Tools – Key Stages : their natural Evolution and active Management

- Introduction
- Why entering into Joint Venture
- Opportunity Management philosophy and a winning JV development approach
- Taking a risk-based approach
- Best practice throughout the JV lifecycle and its different stages

Day Two:

Shaping Solid and Sustained JV : Key Risks, Success Factors – "Hards" & "Softs"

- Typical risks in managing JVs
- Joint Venture Agreements
- Key Governance Roles and Responsibilities
- Trust in Partnership
- Trainer's own Cases, real-life Experiences and Takes
- Participants' real Issues, Wants & Needs
- Conclusive Remarks

TERMS FOR ATTENDING THE COURSE:

- University Degree is highly recommended.
- Sending the completed "Course Registration Form" by **10th September, 2018**
- Knowledge or background in the fields of "**Project Management, Commercial and Contract**" is highly recommended.
- Formal language of the course is English