Energy Negotiation, Partnerships and Public Value

GExperts Learning Academy | PC-X26 | PC | 12-18 weeks

Course overview

12-18 weeks PC programme focused on Energy Negotiation, Partnerships and Public Value, using energy-sector cases and applied decisions.

Designed for: Experienced professionals

Learning outcomes

- Explain core principles and terminology for Energy Negotiation, Partnerships and Public Value.
- Interpret an applied case using evidence and stated assumptions.
- Identify risks, safeguards, role boundaries and escalation points.
- Prepare a clear recommendation for a multidisciplinary audience.

Course guide

Work through each module objective, lesson and teaching note, complete the applied activity and assessment, then use the separate Academy practice page for practice questions and answer feedback.

Separate practice questions:
https://www.globalexpertsconsultoria.com/training/academy/courses/questions/?course=PC-X26

Academic and certification status

Draft learning resource for study and review. It does not confer accreditation, external certification, a regulated qualification, professional licence, safety-critical competence or site authorisation. Confirm approvals, current laws, standards, approved procedures and awarding-body requirements before delivery.

Module 1: Contract negotiation simulation

Learning objectives

- Explain contract negotiation simulation, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Contract negotiation simulation
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Energy Negotiation, Partnerships and Public Value

Detailed teaching notes

Teaching notes

Core explanation. Negotiation preparation identifies objectives, alternatives, authority and acceptable tradeoffs. Separate positions from underlying interests. Technical and fiscal terms interact with schedule, investment and risk; avoid negotiating a headline number in isolation.

Decision logic. Use a mandate sheet and issue log. Teams cannot commit outside delegated authority. Explore package trades, test downside consequences and record unresolved points before drafting. This role-play creates no actual offer, agreement or legal advice.

Worked example. The fictional state team values training commitments while an investor values schedule certainty; both need measurable and feasible terms.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Run a three-round negotiation and submit an unsigned term sheet plus risk commentary.

Model answer guide. Credit quantified commitments, authority checks, alternatives, clear conditions and documented unresolved issues.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Run a three-round negotiation and submit an unsigned term sheet plus risk commentary.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 2: Stakeholder engagement and communication

Learning objectives

- Explain stakeholder engagement and communication, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Stakeholder engagement and communication
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Energy Negotiation, Partnerships and Public Value

Detailed teaching notes

Teaching notes

Core explanation. Stakeholders can affect or be affected by a project. Analyse interests, influence, exposure and communication needs. Consultation is a continuing process, not simply sending information. Include groups with high impact exposure but limited formal power.

Decision logic. Choose accessible channels and record concerns, responses and decisions. Avoid assuming silence equals consent. Communication plans should define purpose, owner, timing, feedback and confidentiality. Actual commitments need delegated authority.

Worked example. A fictional port project consults officials but overlooks fishers whose access may change.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Develop an engagement plan and grievance-response route.

Model answer guide. Include affected groups, accessible formats, response tracking and boundaries on commitments.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Develop an engagement plan and grievance-response route.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 3: Contract strategy and risk allocation

Learning objectives

- Explain contract strategy and risk allocation, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Contract strategy and risk allocation
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Energy Negotiation, Partnerships and Public Value

Detailed teaching notes

Teaching notes

Core explanation. Contracts define scope, deliverables, payment, acceptance, change and remedies. Lump sum, reimbursable and target-cost arrangements allocate uncertainty differently. Begin with scope maturity and market capability rather than choosing a familiar contract label.

Decision logic. Risk should be allocated to parties able to manage it, with realistic pricing and assurance. Unclear interfaces create disputes despite detailed clauses. Actual indemnity, liability, insurance and governing-law terms require qualified legal and commercial review.

Worked example. A supplier prices an undefined offshore interface as an exclusion; the owner's total risk remains unresolved.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Draft a scope and interface schedule for a fictional package.

Model answer guide. Include deliverables, acceptance evidence, owner interfaces, change control and exclusions.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Draft a scope and interface schedule for a fictional package.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 4: Energy Negotiation, Partnerships and Public Value: Evidence and

Learning objectives

- Explain energy negotiation, partnerships and public value: evidence and decision gates, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Energy Negotiation, Partnerships and Public Value: Evidence and Decision Gates
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Energy Negotiation, Partnerships and Public Value

Detailed teaching notes

Teaching notes

Core explanation. Energy Negotiation, Partnerships and Public Value: Evidence and Decision Gates describes a practical part of Energy Negotiation, Partnerships and Public Value. Learners connect the principles to asset performance, people, operational risk, project value and local context.

Decision logic. Review the objective, evidence, limits, interfaces and applicable controls for energy negotiation, partnerships and public value: evidence and decision gates. Decisions require current information, role-appropriate authority, competent review and documented assumptions.

Worked example. Use an applied Namibia-relevant case in which a team plans energy negotiation, partnerships and public value: evidence and decision gates while balancing safety, integrity, schedule, cost, environmental protection and local capability.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Prepare a decision brief for energy negotiation, partnerships and public value: evidence and decision gates: scope, evidence, assumptions, hazards, safeguards, owner, decision gate and escalation trigger.

Model answer guide. A sound response defines scope; uses current, traceable evidence; applies approved requirements and controls; records assumptions; assigns competent owners; checks interfaces; and communicates a measurable decision with an escalation path.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Prepare a decision brief for energy negotiation, partnerships and public value: evidence and decision gates: scope, evidence, assumptions, hazards, safeguards, owner, decision gate and escalation trigger.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 5: Local content and national value

Learning objectives

- Explain local content and national value, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Local content and national value
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Energy Negotiation, Partnerships and Public Value

Detailed teaching notes

Teaching notes

Core explanation. Local content can include employment, skills, supplier participation and durable industrial capability. Distinguish domestic ownership, local expenditure and actual value retained locally. A purchase from a locally registered importer may contain little domestic production.

Decision logic. Measure outcomes with a defined boundary, baseline and evidence. Avoid assuming a proposed policy target is current law. Supplier development must protect quality and safety while building realistic capacity and fair access.

Worked example. A fictional USD 1 million local invoice contains USD 850,000 imported equipment and USD 150,000 local services.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Calculate the local-service share and propose more meaningful indicators.

Model answer guide. Fifteen percent in this simplified boundary; employment, skills and retained value need separate evidence.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Calculate the local-service share and propose more meaningful indicators.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 6: Dispute prevention and resolution

Learning objectives

- Explain dispute prevention and resolution, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Dispute prevention and resolution
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Energy Negotiation, Partnerships and Public Value

Detailed teaching notes

Teaching notes

Core explanation. Disputes often begin with ambiguity, undocumented change or inconsistent expectations. Teach contemporaneous records, issue escalation and contractual notice awareness. Separate technical disagreement from entitlement and relationship management.

Decision logic. Map negotiation, mediation, expert determination, arbitration or litigation only as options governed by actual agreements and law. Protect privileged or sensitive information and obtain legal advice where needed. Never invent notice periods or enforceability claims.

Worked example. A contractor requests extra payment for changed access conditions but the instructions and impact records are incomplete.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Assemble an issue chronology and identify evidence gaps.

Model answer guide. Separate established facts, disputed facts, contract questions and commercial options.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Assemble an issue chronology and identify evidence gaps.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 7: Energy Negotiation, Partnerships and Public Value: Applied Case

Learning objectives

- Explain energy negotiation, partnerships and public value: applied case, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Energy Negotiation, Partnerships and Public Value: Applied Case
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Energy Negotiation, Partnerships and Public Value

Detailed teaching notes

Teaching notes

Core explanation. Energy Negotiation, Partnerships and Public Value: Applied Case describes a practical part of Energy Negotiation, Partnerships and Public Value. Learners connect the principles to asset performance, people, operational risk, project value and local context.

Decision logic. Review the objective, evidence, limits, interfaces and applicable controls for energy negotiation, partnerships and public value: applied case. Decisions require current information, role-appropriate authority, competent review and documented assumptions.

Worked example. Use an applied Namibia-relevant case in which a team plans energy negotiation, partnerships and public value: applied case while balancing safety, integrity, schedule, cost, environmental protection and local capability.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Prepare a decision brief for energy negotiation, partnerships and public value: applied case: scope, evidence, assumptions, hazards, safeguards, owner, decision gate and escalation trigger.

Model answer guide. A sound response defines scope; uses current, traceable evidence; applies approved requirements and controls; records assumptions; assigns competent owners; checks interfaces; and communicates a measurable decision with an escalation path.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Prepare a decision brief for energy negotiation, partnerships and public value: applied case: scope, evidence, assumptions, hazards, safeguards, owner, decision gate and escalation trigger.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 8: Petroleum policy and institutional governance

Learning objectives

- Explain petroleum policy and institutional governance, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Petroleum policy and institutional governance
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Energy Negotiation, Partnerships and Public Value

Detailed teaching notes

Teaching notes

Core explanation. Policy sets objectives, institutions assign authority, and governance creates accountability for decisions and resources. Explain government, regulator and state enterprise roles conceptually without asserting an unverified current Namibian structure.

Decision logic. Separate commercial participation from regulatory judgement and manage conflicts transparently. Define decision rights, disclosure, assurance and challenge. A strong governance design includes implementation capacity and an audit trail, not just an organisation chart.

Worked example. A fictional institution both promotes investment and evaluates its own project compliance, creating a conflict to manage.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Draft a responsibility matrix and conflict-management controls.

Model answer guide. Identify segregated decisions, independent review, declarations and public accountability where applicable.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Draft a responsibility matrix and conflict-management controls.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 9: Energy Negotiation, Partnerships and Public Value: Knowledge Ch

Learning objectives

- Explain energy negotiation, partnerships and public value: knowledge check, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Energy Negotiation, Partnerships and Public Value: Knowledge Check
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Energy Negotiation, Partnerships and Public Value

Detailed teaching notes

Teaching notes

Core explanation. Energy Negotiation, Partnerships and Public Value: Knowledge Check describes a practical part of Energy Negotiation, Partnerships and Public Value. Learners connect the principles to asset performance, people, operational risk, project value and local context.

Decision logic. Review the objective, evidence, limits, interfaces and applicable controls for energy negotiation, partnerships and public value: knowledge check. Decisions require current information, role-appropriate authority, competent review and documented assumptions.

Worked example. Use an applied Namibia-relevant case in which a team plans energy negotiation, partnerships and public value: knowledge check while balancing safety, integrity, schedule, cost, environmental protection and local capability.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Prepare a decision brief for energy negotiation, partnerships and public value: knowledge check: scope, evidence, assumptions, hazards, safeguards, owner, decision gate and escalation trigger.

Model answer guide. A sound response defines scope; uses current, traceable evidence; applies approved requirements and controls; records assumptions; assigns competent owners; checks interfaces; and communicates a measurable decision with an escalation path.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Prepare a decision brief for energy negotiation, partnerships and public value: knowledge check: scope, evidence, assumptions, hazards, safeguards, owner, decision gate and escalation trigger.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 10: Energy Negotiation, Partnerships and Public Value: Competence

Learning objectives

- Explain energy negotiation, partnerships and public value: competence review, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Energy Negotiation, Partnerships and Public Value: Competence Review
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Energy Negotiation, Partnerships and Public Value

Detailed teaching notes

Teaching notes

Core explanation. Energy Negotiation, Partnerships and Public Value: Competence Review describes a practical part of Energy Negotiation, Partnerships and Public Value. Learners connect the principles to asset performance, people, operational risk, project value and local context.

Decision logic. Review the objective, evidence, limits, interfaces and applicable controls for energy negotiation, partnerships and public value: competence review. Decisions require current information, role-appropriate authority, competent review and documented assumptions.

Worked example. Use an applied Namibia-relevant case in which a team plans energy negotiation, partnerships and public value: competence review while balancing safety, integrity, schedule, cost, environmental protection and local capability.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Prepare a decision brief for energy negotiation, partnerships and public value: competence review: scope, evidence, assumptions, hazards, safeguards, owner, decision gate and escalation trigger.

Model answer guide. A sound response defines scope; uses current, traceable evidence; applies approved requirements and controls; records assumptions; assigns competent owners; checks interfaces; and communicates a measurable decision with an escalation path.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Prepare a decision brief for energy negotiation, partnerships and public value: competence review: scope, evidence, assumptions, hazards, safeguards, owner, decision gate and escalation trigger.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Facilitator close-out and resources

Facilitator close-out

Record attendance, assessment evidence, learner support needs, incidents and improvement actions according to approved provider processes. Do not sign learners off for regulated or safety-critical work without the authorised assessment and certification route.

Resources and references

- Supplied GExperts/IUM reference materials; verify reuse rights and currentness.
- Current applicable Namibian legislation, standards and approved site procedures supplied by the provider.
- Case worksheet and instructor slides must be produced and reviewed before course release.