

## ***INTERNAL RELEASE***

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## **UG Hosts Talk on Energy Contract Negotiations with Top Global Expert Professor Norman Nadorff**

The University of Guyana's Institute for Energy Diplomacy (IED), in collaboration with the Association of International Energy Negotiators (AIEN) on Wednesday, April 10, 2024, hosted a talk titled "Energy Contract Negotiations: Achieving Better Results in Less Time." This event which was held at the university's George Walcott Lecture Theatre (GWLT), Turkeyen Campus, saw a high-level presentation from Special Counsel for Mayer Brown Law Firm and Professor at the University of Houston, Norman Nadorff.



*UG's Vice-Chancellor, Professor Paloma Mohamed Martin, (third from left) Professor Norman Nadorff and other university officials at the event*

Professor Nadorff's presentation dissected impediments to contract negotiation, emphasising several crucial points in the contract negotiation process. He encouraged attendees to pay attention to how contracts are written, stating that they should be written to “express and not impress”.

Addressing a diverse audience comprising legal professionals, UG law students, faculty members, and industry experts, Professor Nadorff elaborated on key strategies for effective negotiation. These strategies encompassed cultural sensitivities, comprehension of pre-contractual documentation, strategic preparation, contextual negotiation, and prioritising contractual terms over interpersonal dynamics among others.



*A section of the audience*

In her remarks, Vice-Chancellor Professor Paloma Mohamed Martin noted that the session is critical as it will boost the capacity of the agencies involved in the area of energy contract negotiations. The VC further elucidated the rationale behind establishing UG's Institute of Energy Diplomacy noting the critical work it is doing in helping to build out the necessary academic



programmes and shape national policies in the oil and gas sector. She underlined the importance of creating specialised degrees, sharing that while UG has a Law programme it did not previously have the energy or negotiation specialisation. Professor Mohamed Martin added that the University of Guyana played a pivotal role in the external consultations for the second local content framework.

Director of UG's IED, Dr Norwell Hinds, echoed Professor Mohamed Martin's sentiments, emphasising IED's mandate to collaborate with stakeholders in driving the energy agenda forward through research and advocacy initiatives among others.

The event concluded with a stimulating question and answer segment with attendees engaging Professor Nadorff on various facets of contract negotiation.

Professor Norman Nadorff, Special Counsel at Mayer Brown Law Firm, has over three decades of experience as in-house counsel for leading oil companies, with a focus on Latin America, West Africa, and Indonesia. As an Adjunct Professor of Law at the University of Houston Law Centre since 2012, he has imparted his expertise in International Petroleum Agreements to students globally.

The University of Guyana continues to engage experts in various fields to ensure Guyanese are well-informed in matters concerning national and regional development.

### **About The University of Guyana**

The University of Guyana, the national University of Guyana, now in its 60th year, was founded in October 1963, three years before Guyana became independent. "UG" as it is fondly referred to offers over 160 distinct programmes in over 60 disciplines from Certificates, Diplomas, Associate Degrees, Bachelor's Degrees, and Master's Degrees to Ph.D.s. These programmes are offered online, face-to-face or in blended formats. UG delivers through a Guyana-based system across

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eight campuses. This includes its 35-year-old community-based Institute for Distance and Continuing Education (IDCE) and the second major campus at Tain in Berbice celebrating its 25th anniversary in 2025. The University of Guyana’s student population is over 11,000.

Through its 8 Faculties, including an accredited College of Medical Sciences, School of Entrepreneurship and Business Innovation and the Faculty of Earth and Environmental Sciences which is ranked # 5 globally. “UG” has provided education, training and research for over 60,000 alumni over its 60-year history with significant national and global impact. Other faculties include the Faculty of Engineering and Technology, the Faculty of Agriculture and Forestry, the Faculty of Natural Sciences, the College of Behavioural Sciences and Research, the Faculty of Education and Humanities and the Faculty of Social Sciences. The University is also home to 10 Research Institutes including the internationally important Centre for Biodiversity, the Institute for Food and Nutrition Security, the Institute for Research, Innovation and Entrepreneurship, the Institute for Energy Diplomacy, the Green Institute, the Institute for Human Resiliency, Strategic Security and the Future, and the International Centre for Excellence in Early Childhood Education. The mission of the University of Guyana is to discover, generate, disseminate and apply knowledge of the highest standard for the advancement of communities, the nation, and mankind within an atmosphere of academic freedom, transparent accountability, pragmatic innovation and universal respect.

UG’s forward-thinking Blueprint 2040 is currently setting the course for the University’s future design and institutional response to the changing needs of Guyana, the region and the world. UG is currently celebrating its 60th anniversary with a renewed focus on becoming the leading teaching and research University in Guyana. Visit UG at [www.uog.edu.gy](http://www.uog.edu.gy).

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