



Oil & Gas  
Authority

# Commercial examples

---

1. Commercial Behaviours Work Group
2. Alpha Petroleum – Cheviot Field



# 1. Commercial Behaviours Work Group

## Background

Since forming in 2016, the Commercial Behaviours Work Group (CBWG), supported by the Standard Agreements Work Group, has taken the lead in tackling issues obstructing the progress towards MER UK. The group consists of a number of industry leaders who were keen to challenge commercial and legal managers to identify shortcomings in the current approach to commercial interactions.



## Details

A new and innovative approach to developing and implementing the tools required to aid delivery of MER UK has been developed. The group's work includes a revised CCoP, completely new UK Industry Standard Study Agreement for onshore 'desktop' studies, a revision of ICoP and an appendix to the new Study Agreement allowing for higher risk offshore work (currently under review). The Commercial Managers Forum will now work to sustain and deepen cultural change.



