

## **THE COMMERCIAL CODE OF PRACTICE CHAMPION**

### ***Who should it be?***

The champion should be someone at very senior level within the organisation, preferably the UK-based MD/CEO, who is committed to good negotiating practice and has the authority to ensure that the Code is understood and adopted by the organisation as the basis for all relevant UKCS negotiations.

### ***What is the brief?***

The role of the champion is to act as the driving force to promote the CCoP, taking leadership for CCoP issues with negotiators and others within the organisation and for external high-level liaison with commercial partners and DTI/UKOOA. This role will include:

- Leading the company's commitment to the Code, ensuring such commitment throughout the organisation, and that the principles of the CCoP are publicised and embedded in company practice (for example into the annual staff appraisal process).
- Acting as the top level external contact on issues where the Code is applied – ie as the senior-most 'point of reference' for external contacts (especially negotiating partners) who may have concerns about the conduct of specific negotiations;
- Taking responsibility for actions following feedback arising received from the results of the annual UKOOA/DTI survey of negotiated deals (draft copies of this year's survey forms are enclosed).

### ***Who has responsibility within DTI for working with the CCoP champions?***

Simon Toole, Director, Licensing and Exploration in DTI will, in liaison with UKOOA, be the CCoP champions central contact on all CCoP issues.

