

ExxonMobil
P&GA Enhanced Communications and Advocacy Skills Training
Aug. 31 to Sep. 4, 2026

Monday, August 31

7:00 – 8:30	Breakfast
8:30 – 8:45	Course Introductions/Overview
8:45 – 9:00	EM Senior P&GA Rep
9:00 – 10:15	Advocacy Communication Strategies – Part 1 Dealing with a changing landscape
10:15 – 10:30	Break
10:30 – 12:00	Advocacy Communication Strategies - Part 2 Connecting with audiences, driving success
12:00 – 13:00	Lunch
13:00 – 14:30	Practice: Putting LCS Messages To The Test Messaging in a simulated COP 30 meeting
14:30 – 14:45	Break
14:45 – 16:15	LCS 101: Foundations of LCS <i>What the Lingo mean?</i> <i>Understanding LCS concepts for P&GA</i>
16:15 – 16:30	Wrap Day, Set-up Next Day
	Free night

Tuesday, September 1

7:00 – 8:00	Breakfast
8:00 – 8:30	Reflections and Learnings <i>Review key takeaways and learnings</i>
8:30 – 9:00	Contributions: Making Them Matter
9:00 – 10:00	Discussion: Inside Advocacy at ExxonMobil
10:00 – 10:45	Risk Management: Understanding The Landscape
10:45 – 10:55	Break
11:00 – 12:00	ExxonMobil Executive - LCS Discussion
12:00 – 12:05	Group Photo
12:05 – 13:00	Lunch
13:00 – 13:45	Tips For Your Trips Cultural Nuances For Advocacy
13:45 – 14:45	Stakeholder & Media Communications Coping with Conflict: Tools and Tactics
14:45– 15:00	Break
15:00 – 15:45	Introduction to Atlantea Brief on the opportunity Rules of the Simulation
15:45 – 16:00	STORM Introduction
16:00 – 16:15	Wrap Day, Set-up Next Day
	Free Evening

Wednesday, September 2

7:00 – 8:00	Breakfast
8:00 - 8:30	Case Update Q&A Session
8:30 - 9:30	Team Preparation Convince government to enter into direct negotiations without an open bid round
9:30 -10:45	Role Play Selling the deal Meet with officials to propose directly-bid <u>Applying principles of persuasion</u>
10:45 -11:00	Decision on the Deal
11:00-11:15	Break
11:15 -12:00	Case Update Challenges in Atlantea
12:00 – 13:00	Lunch
13:00 - 14:15	Team Preparation & Coaching Plan for Stakeholder and Media Engagement
14:15 – 14:30	Logistics for Team Rotations
14:30 - 17:30	Role Play Stakeholder Engagement Meet with key stakeholders <u>Advocating for desired outcomes</u>
17:30 – 17:45	Wrap Day, Set-up Next Day
17:45 – 19:00	Happy Hour (Optional)

Thursday, September 3

7:00 – 8:00	Breakfast
8:00 - 8:30	Case Update <i>Public Pushback</i>
8:30 - 9:15	Team Preparation Adapt stakeholder engagement plans
09:15 - 12:00	Role Play Second Chances Re-engage with selected stakeholders <u>Modify approach to gain desired outcome</u>
12:00 -13:00	Lunch
13:00 -13:15	Case Update <i>As the World Turns</i>
13:15-14:00	Team Preparation Prepare for evolving stakeholder positions
14:00 -16:15	Role Play Finding Solutions Address Concerns of key stakeholders <u>Responding to Critical Issues</u>
16:15 - 16:45	Case Update <i>What Might have Been</i>
16:45 -17:25	Role Play <i>What Might have Been</i> <u>Attaining goals through communication</u>
17:25 – 17:30	Wrap Day, Set-up Next Day
17:30	EM Dinner

Friday, September 4

7:00 – 8:00	Breakfast
8:00 - 09:30	Lookback and Learnings Messaging that Matters
9:30 – 10:00	Course Evaluations Wrap up & Departure