Training Course on Gas and LNG Contracts Negotiation

Professional Development Training Course Outline

Category	Oil and Gas	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Training Course on Gas & LNG Contracts Negotiation is meticulously designed to equip participants with the **critical skills** and **in-depth knowledge** necessary to navigate the complexities of **Gas & LNG contracts negotiation**. In today's dynamic energy market, the ability to skillfully negotiate favorable terms is paramount for ensuring project viability, maximizing profitability, and mitigating potential risks. This program delves into the intricacies of **contractual frameworks**, **price mechanisms**, **risk allocation**, and **dispute resolution**, providing practical insights and actionable strategies applicable across the entire **LNG value chain**. Through a blend of theoretical understanding and hands-on exercises, participants will gain the confidence and expertise to effectively represent their organizations' interests in high-stakes negotiations, fostering **strategic partnerships** and securing long-term value in the **global gas market**.

The course further emphasizes the importance of understanding the **commercial landscape**, including **market dynamics**, **regulatory frameworks**, and the evolving needs of both buyers and sellers. Participants will learn to identify key **negotiating levers**, develop robust **negotiation strategies**, and master effective communication and **cross-cultural negotiation** techniques. By focusing on real-world case studies and interactive simulations, this training ensures that participants can immediately apply their newly acquired skills to their professional roles, contributing to more successful and sustainable **energy agreements**. Ultimately, this course aims to cultivate a new generation of proficient **energy contract negotiators** capable of driving value and fostering growth within their respective organizations

Programme Curriculum

Training Course on Gas & LNG Contracts Negotiation

Introduction

Training Course on Gas & LNG Contracts Negotiation is meticulously designed to equip participants with the **critical skills** and **in-depth knowledge** necessary to navigate the complexities of **Gas & LNG contracts negotiation**. In today's dynamic energy market, the ability to skillfully negotiate favorable terms is paramount for ensuring project viability, maximizing profitability, and mitigating potential risks. This program delves into the intricacies of **contractual frameworks**, **price mechanisms**, **risk allocation**, and **dispute resolution**, providing practical insights and actionable strategies applicable across the entire **LNG value chain**. Through a blend of theoretical understanding and hands-on exercises, participants will gain the confidence and expertise to effectively represent their organizations' interests in high-stakes negotiations, fostering **strategic partnerships** and securing long-term value in the **global gas market**.

The course further emphasizes the importance of understanding the **commercial landscape**, including **market dynamics**, **regulatory frameworks**, and the evolving needs of both buyers and sellers. Participants will learn to identify key **negotiating levers**, develop robust **negotiation strategies**, and master effective communication and **cross-cultural negotiation** techniques. By focusing on real-world case studies and interactive simulations, this training ensures that participants can immediately apply their newly acquired skills to their professional roles, contributing to more successful and sustainable **energy agreements**. Ultimately, this course aims to cultivate a new generation of proficient **energy contract negotiators** capable of driving value and fostering growth within their respective organizations.

Course Duration

5 days

Course Objectives

Upon successful completion of this training course, participants will be able to:

1. Gain a thorough understanding of the structure and key clauses within LNG SPAs, including **pricing formulas**, **delivery terms**, and **offtake flexibility**.
2. Evaluate various **gas pricing models**, such as **oil indexation**, **hub pricing**, and **hybrid formulas**, and understand their implications.
3. Effectively negotiate terms for **pipeline transportation**, **shipping contracts**, and **LNG regasification terminal access**.
4. Identify, assess, and negotiate the allocation of key risks, including **force majeure**, **liability**, and **warranty provisions**.
5. Comprehend the relevant **international energy laws**, **environmental regulations**, and **contractual dispute resolution mechanisms**.
6. Formulate and implement robust **negotiation tactics** and strategies to achieve desired outcomes.
7. Understand and adapt to diverse **cultural nuances** in international gas and LNG contract negotiations.
8. Learn effective techniques for **dispute prevention** and resolution, including negotiation, mediation, and arbitration.
9. Negotiate clauses that provide necessary **operational flexibility**, such as **swing options** and **re-delivery rights**.
10. Understand how **contractual terms** impact the **financing and bankability** of gas and LNG projects.
11. Analyze current **global gas market trends**, **supply and demand fundamentals**, and their influence on contract negotiations.

12. Develop the ability to draft, review, and interpret critical clauses in **gas and LNG agreements**.
13. Apply learned concepts through practical **negotiation simulations** and case studies to enhance skills.

Organizational Benefits

- Skilled negotiators can secure more favorable contract terms, leading to increased revenue and reduced costs.
- A thorough understanding of contractual risks and effective negotiation can minimize potential liabilities and financial losses.
- Successful negotiations foster stronger, more reliable relationships with key stakeholders.
- Well-trained negotiators can expedite the negotiation process, leading to faster deal closures.
- A deeper understanding of contract terms ensures better adherence and reduces the likelihood of disputes.
- Organizations with proficient negotiation teams are better positioned to succeed in the competitive energy market.
- The training builds internal capacity and reduces reliance on external consultants for contract negotiation.
- Investing in employee development demonstrates commitment and enhances job satisfaction.

Target Audience

1. Commercial Managers
2. Legal Counsel: Providing legal expertise and ensuring contractual compliance.
3. Business Development Managers
4. Finance Professionals
5. Supply Chain Managers.
6. Government Regulators.
7. Technical Professionals.
8. Investment Analysts

Course Outline

Module 1: Fundamentals of Gas & LNG Markets and Contracts

- Overview of the global gas and LNG value chain: exploration, production, liquefaction, shipping, regasification, and distribution.
- Key players in the gas and LNG industry: producers, buyers, traders, shippers, and terminal operators.
- Introduction to different types of gas and LNG contracts: long-term SPAs, short-term contracts, spot trades, and transportation agreements.
- Understanding the fundamental legal principles governing international energy contracts.
- **Case Study:** Analysis of a landmark long-term LNG SPA and its key provisions.

Module 2: Key Clauses in LNG Sales and Purchase Agreements (SPAs)

- Detailed examination of pricing mechanisms: fixed price, oil indexation, hub-based pricing, and hybrid formulas.
- Delivery terms and transfer of title: FOB, DES, Ex-Ship, and their implications.
- Quantity and flexibility provisions: Annual Contractual Quantity (ACQ), Daily Contractual Quantity (DCQ), swing tolerance, and make-up gas.
- Take-or-pay vs. take-and-deliver obligations and their commercial implications.

- **Case Study:** Negotiation exercise focusing on the pricing and flexibility clauses in an LNG SPA.

Module 3: Negotiation of Gas Transportation and Regasification Agreements

- Understanding pipeline transportation agreements: capacity booking, tariffs, and operational considerations.
- Key terms in LNG shipping contracts: charter parties, freight rates, and vessel specifications.
- Regasification terminal access agreements: throughput fees, storage rights, and operational procedures.
- Interplay between gas supply, transportation, and regasification agreements.
- **Case Study:** Analyzing the commercial and legal aspects of a cross-border gas pipeline transportation agreement.

Module 4: Risk Allocation and Liability in Energy Contracts

- Identifying and assessing key risks in gas and LNG projects: geological risk, operational risk, market risk, and political risk.
- Negotiating force majeure clauses: defining events, consequences, and mitigation strategies.
- Liability and indemnity provisions: allocation of responsibility for losses and damages.
- Warranty clauses and their implications for performance guarantees.
- **Case Study:** Examining a dispute arising from a force majeure event in an LNG supply contract.

Module 5: Regulatory and Legal Frameworks Governing Gas & LNG Contracts

- Overview of international energy laws and treaties relevant to gas and LNG trade.
- Understanding national regulatory frameworks affecting gas and LNG projects (e.g., licensing, environmental regulations).
- Antitrust and competition law considerations in the energy sector.
- Dispute resolution mechanisms: negotiation, mediation, arbitration, and litigation.
- **Case Study:** Analyzing the impact of a new environmental regulation on an existing gas supply contract.

Module 6: Effective Negotiation Strategies and Tactics

- Preparing for negotiation: defining objectives, gathering information, and developing negotiation strategies.
- Understanding different negotiation styles and their effectiveness.
- Employing key negotiation tactics: anchoring, framing, concession strategies, and BATNA analysis.
- Managing the negotiation process: opening offers, information exchange, and reaching agreement.
- **Case Study:** Role-playing exercise simulating a complex gas contract negotiation.

Module 7: Cross-Cultural Negotiation and Communication Skills

- Understanding cultural differences and their impact on negotiation styles.
- Developing effective cross-cultural communication strategies: language, non-verbal cues, and relationship building.
- Negotiating with parties from different legal and business traditions.
- Building trust and rapport in international negotiations.
- **Case Study:** Analyzing a cross-cultural negotiation scenario in the LNG industry.

Module 8: Current Trends and Future of Gas & LNG Contracts

- Impact of energy transition and decarbonization efforts on gas and LNG markets.
- Emergence of new contract structures and pricing mechanisms (e.g., carbon pricing).
- The role of digitalization and technology in gas and LNG trading and contracting.
- Geopolitical influences and their impact on energy security and contract negotiations.
- **Case Study:** Discussion on the future of long-term LNG contracts in the context of renewable energy growth.

Training Methodology

This training course will employ a blended learning approach incorporating:

- **Interactive Lectures:** Providing foundational knowledge and key concepts.
- **Group Discussions:** Facilitating the exchange of ideas and experiences.
- **Case Study Analysis:** Applying theoretical knowledge to real-world scenarios.
- **Negotiation Simulations:** Providing hands-on practice in a risk-free environment.
- **Role-Playing Exercises:** Developing practical negotiation and communication skills.
- **Q&A Sessions:** Addressing specific participant queries and concerns.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org **or call** *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com