# Training Course on LNG Commercial Management

Professional Development Training Course Outline

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

## Course Introduction

The **Liquefied Natural Gas (LNG) market** stands as a critical pillar of the global energy system, facilitating the transportation and trade of natural gas across continents. This dynamic and increasingly complex sector demands a specialized understanding of **commercial management**, encompassing the intricacies of **LNG value chains**, **pricing mechanisms**, **contractual frameworks**, and **risk management**. Professionals operating within this domain require a comprehensive skillset to navigate market volatility, optimize **LNG trading strategies**, and ensure the successful execution of **LNG projects**. Training Course on LNG Commercial Management is meticulously designed to equip participants with the essential knowledge and practical insights to excel in this high-stakes environment. By focusing on real-world applications and the latest industry trends, this program empowers individuals and organizations to capitalize on the opportunities presented by the evolving **global LNG trade**.

This comprehensive training program delves into the core principles and advanced techniques of **LNG commercial management**. Participants will gain a thorough understanding of the entire **LNG supply chain**, from upstream gas production to downstream regasification and end-user markets. The course emphasizes the development of crucial skills in **LNG contract negotiation**, **financial modeling**, **shipping and logistics**, and **regulatory compliance**. Through interactive sessions, practical case studies, and expert-led discussions, attendees will learn to effectively manage **LNG price risk**, optimize **portfolio management**, and navigate the complexities of **international LNG trade**. Upon completion, participants will be well-equipped to make informed commercial decisions, drive profitability, and contribute significantly to the success of their organizations within the dynamic **LNG industry**.

## Programme Curriculum

**Training Course on LNG Commercial Management**

**Introduction**

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**Course Duration**

5 days

**Course Objectives**

This training course aims to equip participants with the following key competencies:

1. Gain a comprehensive overview of the entire process, from natural gas liquefaction to regasification and end-use.
2. Analyze various pricing models, including oil-linked contracts, hub-based pricing, and spot market dynamics.
3. Develop expertise in drafting, negotiating, and managing key LNG agreements (SPA, GSA, TSA).
4. Learn to build and interpret financial models for project evaluation and investment decisions.
5. Understand the complexities of LNG transportation, vessel chartering, and supply chain optimization.
6. Implement hedging strategies and utilize financial instruments to mitigate price volatility.
7. Explore different trading approaches and identify opportunities in the global LNG market.
8. Understand the relevant international and local regulations governing the LNG industry.
9. Learn to assess supply and demand dynamics, identify emerging trends, and forecast market developments.
10. Optimize LNG asset portfolios and manage contractual obligations efficiently.
11. Gain insights into the stages of project development and various financing options.
12. Analyze the impact of political and economic factors on the global LNG market.
13. Understand the environmental considerations and the role of LNG in the energy transition.

**Organizational Benefits**

- Equipping employees with the knowledge to make informed and strategic commercial decisions in the LNG sector.
- Leading to more favorable and robust LNG agreements.
- Enabling better identification, assessment, and mitigation of commercial risks.
- Through effective trading strategies, efficient operations, and optimized portfolio management.
- Providing a competitive edge through in-depth knowledge of global LNG dynamics.
- Equipping teams with the skills to successfully develop and finance LNG projects.
- Ensuring adherence to all relevant international and local regulations.
- Building a team of knowledgeable professionals capable of driving organizational success in the LNG market.

**Target Audience**

1. Commercial Managers
2. Business Development Professionals
3. LNG Traders and Analysts
4. Contract Negotiators
5. Financial Analysts
6. Project Managers
7. Shipping and Logistics Professionals
8. Legal and Regulatory Advisors

**Course Outline**

**Module 1: Introduction to the LNG Industry**

- Overview of the global natural gas and LNG markets.
- The evolution and future trends of the LNG industry.
- Key players and their roles in the LNG value chain.
- Fundamental properties and characteristics of LNG.
- **Case Study:** Analysis of the growth of a specific LNG exporting nation and its impact on global supply.

**Module 2: The LNG Value Chain: From Upstream to Downstream**

- Natural gas liquefaction technologies and processes.
- LNG transportation: shipping, storage, and regasification.
- Understanding different types of LNG terminals and infrastructure.
- Overview of downstream markets and end-user applications.
- **Case Study:** Examination of the operational challenges and successes of a major integrated LNG project.

**Module 3: LNG Pricing Mechanisms and Contractual Frameworks**

- Detailed analysis of oil-linked pricing and its variations.
- Understanding hub-based pricing and its increasing significance.
- Spot market dynamics and short-term LNG trading.
- Key elements of Sale and Purchase Agreements (SPAs) and Gas Sales Agreements (GSAs).
- **Case Study:** Comparative analysis of different pricing formulas in long-term LNG contracts.

**Module 4: LNG Shipping, Logistics, and Risk Management**

- Types of LNG carriers and their operational characteristics.
- Chartering agreements and vessel management.
- Logistical considerations in LNG transportation and delivery.
- Identification and assessment of key risks in the LNG supply chain.
- **Case Study:** Analysis of a major shipping disruption and its impact on LNG markets.

**Module 5: LNG Trading, Portfolio Management, and Financial Instruments**

- Strategies for LNG trading in both physical and derivative markets.
- Developing and managing an effective LNG portfolio.
- Utilizing financial instruments for hedging price risk (futures, swaps, options).
- Understanding the role of trading houses and intermediaries.
- **Case Study:** Examination of a successful LNG trading strategy implemented by a major energy company.

**Module 6: LNG Project Development and Financing**

- Stages of LNG project development: feasibility, FEED, construction, operation.
- Different financing options for LNG projects (equity, debt, project finance).
- Risk allocation and mitigation in LNG project financing.
- Stakeholder management and community engagement.
- **Case Study:** Analysis of the financing structure of a large-scale greenfield LNG project.

**Module 7: LNG Market Analysis and Geopolitical Influences**

- Analyzing global LNG supply and demand trends.
- Forecasting future market developments and opportunities.
- The impact of geopolitical factors on LNG trade and security of supply.
- Understanding the role of international organizations and agreements.
- **Case Study:** Assessment of the impact of a recent geopolitical event on LNG prices and trade flows.

**Module 8: The Future of LNG: Sustainability and Energy Transition**

- The role of LNG in the global energy transition.
- Environmental considerations and emissions reduction in the LNG industry.
- Emerging technologies and innovations in the LNG sector.
- The potential of bio-LNG and synthetic LNG.
- **Case Study:** Analysis of a company's strategy for integrating sustainability into its LNG operations.

**Training Methodology**

This training course will employ a blended learning approach, incorporating:

- Interactive lectures and presentations
- Group discussions and knowledge sharing
- Practical case studies and real-world examples
- Simulation exercises
- Q&A sessions with industry experts

**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 |

| Start Date | End Date | Location | Price |
|---|---|---|---|
| **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