COURSE OVERVIEW CM0014
Negotiation Successful Gas & LNG Contracts

Course Title
Negotiation Successful Gas & LNG Contracts



Course Date/Venue
November 30-December 04, 2025/Crowne Meeting Room, Crowne Plaza Al Khobar, an IHG Hotel, Al Khobar, KSA

3.0 CEUs (30 PDHs) AWARD

Course Reference
CM0014

Course Duration/Credits
Five days/3.0 CEUs/30 PDHs

Course Description



This practical and highly-interactive course includes real-life case studies and exercises where participants will be engaged in a series of interactive small groups and class workshops.



This course is designed to provide participants with a detailed and up-to-date overview of Negotiation Successful Gas and LNG Contracts. It covers the gas and LNG industry, types of gas and LNG contracts and legal and commercial frameworks; the pricing mechanisms in gas and LNG contracts, quantity and delivery provisions, contract duration and flexibility and payment and credit arrangements; the force majeure and hardship clauses, destination and diversion clauses and negotiation of shipping terms; the risk allocation in gas and LNG contracts, price review and reopener clauses, dispute resolution mechanisms and regulatory and antitrust issues; the LNG project financing and contracts and negotiation principles and techniques; and the stakeholder mapping and interests.



During this interactive course, participants will learn the communication in negotiations and strategies for successful LNG negotiation; the LNG market evolution, contract implications and energy transition and green LNG contracts; the role of trading platforms and digital exchanges; the smart contracts and blockchain applications, AI in forecasting and negotiation support and cybersecurity considerations; the pre-negotiation preparation checklist, key clauses to prioritize in negotiations and risk assessment matrix for contracts; and the post-signing relationship management

Course Objectives

Upon the successful completion of this course, each participant will be able to:-

- Apply and gain an in-depth knowledge on negotiation successful gas and LNG contracts
- Discuss gas and LNG industry, types of gas and LNG contracts and legal and commercial frameworks
- Recognize pricing mechanisms in gas and LNG contracts, quantity and delivery provisions, contract duration and flexibility and payment and credit arrangements
- Review force majeure and hardship clauses, destination and diversion clauses and negotiation of shipping terms
- Identify risk allocation in gas and LNG contracts, price review and reopener clauses, dispute resolution mechanisms and regulatory and antitrust issues
- Recognize LNG project financing and contracts, negotiation principles and techniques and stakeholder mapping and interests
- Carryout communication in negotiations and strategies for successful LNG negotiation
- Discuss LNG market evolution and contract implications as well as energy transition and green LNG contracts
- Identify the role of trading platforms and digital exchanges, smart contracts and blockchain applications, AI in forecasting and negotiation support and cybersecurity considerations
- Apply pre-negotiation preparation checklist, key clauses to prioritize in negotiations, risk assessment matrix for contracts and post-signing relationship management

xclusive Smart Training Kit - H-STK®



*Participants of this course will receive the exclusive "Haward Smart Training Kit" (**H-STK®**). The **H-STK®** consists of a comprehensive set of technical content which includes **electronic version** of the course materials conveniently saved in a **Tablet PC**.*

Who Should Attend

This course provides an overview of all significant aspects and considerations of negotiation successful gas and LNG contracts for engineering project professionals, construction professionals, contract professionals, buyers, purchasing professionals and financial personnel in organizations whose leadership wants advanced skills sets for those involved in major contracting and subcontracting activities.

Course Certificate(s)

Internationally recognized certificates will be issued to all participants of the course who completed a minimum of 80% of the total tuition hours

Certificate Accreditations

Haward's certificates are accredited by the following international accreditation organizations:

- British Accreditation Council (BAC)

  Haward Technology is accredited by the **British Accreditation Council** for **Independent Further and Higher Education** as an **International Centre**. Haward's certificates are internationally recognized and accredited by the British Accreditation Council (BAC). BAC is the British accrediting body responsible for setting standards within independent further and higher education sector in the UK and overseas. As a BAC-accredited international centre, Haward Technology meets all of the international higher education criteria and standards set by BAC.

- The International Accreditors for Continuing Education and Training (IACET - USA)

  Haward Technology is an Authorized Training Provider by the International Accreditors for Continuing Education and Training (IACET), 2201 Cooperative Way, Suite 600, Herndon, VA 20171, USA. In obtaining this authority, Haward Technology has demonstrated that it complies with the **ANSI/IACET 2018-1 Standard** which is widely recognized as the standard of good practice internationally. As a result of our Authorized Provider membership status, Haward Technology is authorized to offer IACET CEUs for its programs that qualify under the **ANSI/IACET 2018-1 Standard**.

  Haward Technology's courses meet the professional certification and continuing education requirements for participants seeking **Continuing Education Units** (CEUs) in accordance with the rules & regulations of the International Accreditors for Continuing Education & Training (IACET). IACET is an international authority that evaluates programs according to strict, research-based criteria and guidelines. The CEU is an internationally accepted uniform unit of measurement in qualified courses of continuing education.

  Haward Technology Middle East will award **3.0 CEUs** (Continuing Education Units) or **30 PDHs** (Professional Development Hours) for participants who completed the total tuition hours of this program. One CEU is equivalent to ten Professional Development Hours (PDHs) or ten contact hours of the participation in and completion of Haward Technology programs. A permanent record of a participant's involvement and awarding of CEU will be maintained by Haward Technology. Haward Technology will provide a copy of the participant's CEU and PDH Transcript of Records upon request.

Course Instructor(s)

This course will be conducted by the following instructor(s). However, we have the right to change the course instructor(s) prior to the course date and inform participants accordingly:



Mr. Kyle Bester is a **Senior Management Consultant** with extensive years of practical experience within the **Oil & Gas**, **Power & Water Utilities** and other **Energy** sectors. His expertise includes **Negotiation** Skills, **Contract Management**, **Contract** Management, Leadership in **Contract Execution**, **Contract & Risk** Management, **Contract Management & Tendering**, **Contractor Performance** Assessments, **Contract** Management Procedure, **Strategic Planning**, **Risk** Analysis & Risk Management, **Strategic Mindset**, **Planning & Communication**, **Strategic** Thinking, **Vision** & **Goal Setting**, **Critical Thinking** & **Problem-Solving**, **Decision-Making**, **Strategic** Planning Frameworks, Developing **Action Plans**, Principles of **Effective Communication**, **Public Speaking** & **Presentation** Skills, Active **Listening & Feedback**, Improvisation Techniques for **Business, Collaborative Strategic Planning**, **Strategic Planning** & **Decision Making**, Communicating **Strategically**, **Work Life Balance**, Report Writing, Mentoring Skills, Strategic Communication, Communication and Interactive Skills, Marketing & Communication, **Organization** Development Consultation, Advanced Debriefing of **Emotional** Trauma, **Interpersonal Motivation**, **Model Based Interviewing**, **Leadership Orientation** Programme, **Coaching & Motivation**, **Creative Thinking & Problem-Solving** Techniques, **Emotional Intelligence**, **Presentation** Skills, **Communication & Interpersonal** Skills, Effective **Communication & Influencing** Skills, Effective **Business Writing Skills**, **Writing** Business Documents, **Business Writing** (Memo & Report Writing), **Leadership & Team Building**, Psychology of **Leadership**, **Interpersonal Skills & Teamwork**, **Coaching & Mentoring**, **Innovation & Creativity**, **Office Management & Administration** Skills, Controlling Your **Time & Managing Stress**, **Crisis** Management, Strategic **Human Resources** Management, **Change** Management, Global Diverse & Virtual Teams Operation, Exceeding **Customer** Expectations, **Corporate Governance** Best Practice, **Business Performance** Management & Improvement, Building Environment of **Trust & Commitment**, **Win-Win Negotiation** Strategies, **Quality Improvement & Resource** Optimization. Further, he is also well versed in **Water Reservoir**, **Water Tanks**, **Water Pumping** Station, **Water Distribution** System, **Water Network** System, **Water Pipes & Fittings**, **Water Hydraulic** Modelling, **Water Storage Reservoir**, **Reservoirs & Pumping** Stations Design & Operation, **Pumping** Systems, Interconnecting **Pipelines**, **Water Network Hydraulic** Simulation Modelling, **Water Supply** Design, **Water Balance Modelling**, **Water Distribution Network**, **Water Network** System Analysis, **Water Forecasts** Demand, **Water Pipelines** Materials & Fittings, **Water Network** System Design, Pump Houses & Booster Pumping Stations, **Potable Water Transmission**, **Water Distribution Network**, Districts Meters Areas (DMAs), **Water Supply & Desalination Plants** Rehabilitation, **Water Reservoirs & Pumping Stations**, **Water Network System** Extension, Water Network System Replacement & Upgrade, **Water Networks** Optimization, **Water Supply & Distribution** Systems Efficiency & Effectiveness. He is currently the **Part Owner & Manager** of Extreme Water SA wherein he manages, re-designed and commissioned a water and wastewater treatment plants.

During his career life, Mr. Bester has gained his practical and field experience through his various significant positions and dedication as the **Project Manager**, **Management Consultant**, **Asset Manager**, **Water Engineer**, **Maintenance Engineer, Mechanical Engineer, Supervisor**, **Team Leader**, **Analyst**, **Process Technician**, **Landscape Designer** and **Senior Instructor/Trainer** for various international companies, infrastructures, water and wastewater treatment plants from New Zealand, UK, Samoa, Zimbabwe and South Africa, just to name a few.

Mr. Bester holds a **Diploma** in **Wastewater Treatment** and a **National Certificate** in **Wastewater & Water Treatment**. Further, he is a **Certified Instructor/Trainer**, an **Approved Chemical Handler** and has delivered numerous courses, trainings, conferences, seminars and workshops internationally.

Training Methodology

All our Courses are including **Hands-on Practical Sessions** using equipment, State-of-the-Art Simulators, Drawings, Case Studies, Videos and Exercises. The courses include the following training methodologies as a percentage of the total tuition hours:-

30% Lectures
20% Practical Workshops & Work Presentations
30% Hands-on Practical Exercises & Case Studies
20% Simulators (Hardware & Software) & Videos

In an unlikely event, the course instructor may modify the above training methodology before or during the course for technical reasons.

Course Fee

US$ 5,500 per Delegate + **VAT**. This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Accommodation

Accommodation is not included in the course fees. However, any accommodation required can be arranged at the time of booking.

Course Program

The following program is planned for this course. However, the course instructor(s) may modify this program before or during the workshop for technical reasons with no prior notice to participants. Nevertheless, the course objectives will always be met:

Day 1: ***Sunday, 30th of November 2025***

0730 – 0800	*Registration & Coffee*
0800 – 0815	*Welcome & Introduction*
0815 – 0830	***PRE-TEST***
0830 – 0930	***Introduction to Gas & LNG Industry*** *Overview of Natural Gas and LNG Value Chain • Key Stakeholders: Producers, Buyers, Shippers, Regulators • Market Dynamics: Regional versus Global Trade • LNG Spot versus Long-Term Contracts*
0930 – 0945	*Break*
0945 – 1030	***Types of Gas & LNG Contracts*** *Sales and Purchase Agreements (SPAs) • Gas Supply Agreements (GSAs) • Terminal Use Agreements (TUAs) • Shipping and Chartering Agreements*
1030 – 1130	***Legal & Commercial Frameworks*** *Governing Law and Jurisdiction Clauses • Contract Enforceability Across Jurisdictions • Role of Model Contracts and Guidelines (GIIGNL, AIPN) • Balancing Commercial and Legal Interests*
1130 – 1215	***Pricing Mechanisms in Gas & LNG Contracts*** *Oil-Indexed Pricing Structures • Hub-Based Pricing (Henry Hub, TTF, JKM) • Hybrid Pricing Models • Escalation and Review Clauses*
1215 – 1230	*Break*
1230 – 1330	***Quantity & Delivery Provisions*** *Annual Contract Quantity (ACQ) • Take-or-Pay and Deliver-or-Pay Obligations • Flexibility Provisions and Tolerances • Delivery Terms (FOB versus DES)*

1330 – 1420	***Case Study – Evolution of LNG Contracts*** *Transition From Oil-Linked to Hub-Based Pricing • Impact of US LNG Exports on Contract Design • Review of Landmark LNG Contracts • Lessons for Negotiators*
1420 – 1430	***Recap*** *Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow*
1430	*Lunch & End of Day One*

Day 2: Monday, 01st of December 2025

0730 – 0830	***Contract Duration & Flexibility*** *Long-Term versus Short/Medium-Term Contracts • Role of Spot and Portfolio Players • Renewal and Extension Clauses • Contract Exit Strategies*
0830 – 0930	***Payment & Credit Arrangements*** *Payment Terms and Credit Support Requirements • Bank Guarantees, Letters of Credit, and Parent Guarantees • Creditworthiness of Buyers and Sellers • Managing Default and Insolvency Risk*
0930 – 0945	*Break*
0945 – 1100	***Force Majeure & Hardship Clauses*** *Definition and Scope of Force Majeure • Events Covered (Political, Natural, Technical) • Hardship Clauses and Price Reopeners • Lessons From COVID-19 Disruptions*
1100 – 1215	***Destination & Diversion Clauses*** *Destination Restrictions in Legacy LNG Contracts • EU and Competition Law Challenges • Diversion Provisions and Compensation • Balancing Buyer and Seller Flexibility*
1215 – 1230	*Break*
1230 – 1330	***Negotiation of Shipping Terms*** *LNG Shipping Options (FOB versus DES versus CIF) • Allocation of Risk and Cost in Shipping Terms • Charter Party Agreements (Spot versus Time Charter) • LNG Vessel Capacity and Boil-Off Management*
1330 – 1420	***Workshop – Drafting Key Commercial Clauses*** *Small Group Drafting of Pricing Clause • Structuring Take-or-Pay Obligations • Addressing Credit Risk Through Payment Clauses • Presenting Drafts for Peer Feedback*
1420 – 1430	***Recap*** *Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow*
1430	*Lunch & End of Day Two*

Day 3: Tuesday, 02nd of December 2025

0730 – 0830	***Risk Allocation in Gas & LNG Contracts*** *Identifying Risks in LNG Value Chain • Seller versus Buyer Responsibilities • Allocation of Operational, Regulatory, and Market Risks • Strategies for Balanced Risk-Sharing*
0830 – 0930	***Price Review & Reopener Clauses*** *Triggers for Price Review (Market Change, Index Failure) • Negotiation of Price Review Procedures • Case Studies of LNG Price Arbitrations • Balancing Flexibility with Contract Stability*
0930 – 0945	*Break*

0945 – 1100	***Dispute Resolution Mechanisms*** *Negotiation and Mediation Frameworks • Arbitration Under ICC, LCIA, SIAC • Litigation Challenges Across Jurisdictions • Role of Expert Determination*
1100 – 1215	***Regulatory & Antitrust Issues*** *National Gas Policies and Their Impact • EU Antitrust and Destination Clause Rulings • Environmental Regulations Affecting LNG • Contract Compliance with Emissions Targets*
1215 – 1230	*Break*
1230 – 1330	***LNG Project Financing & Contracts*** *Bankability of LNG Contracts • Project Finance Requirements • Offtake Agreements and Financing Linkage • Role of Lenders in Contract Negotiation*
1330 – 1420	***Case Study – Arbitration in LNG Disputes*** *Example of LNG Price Review Arbitration • Analysis of Arbitration Process and Outcome • Lessons for Drafting Dispute Clauses • Avoiding Litigation Through Careful Negotiation*
1420 – 1430	***Recap*** *Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow*
1430	*Lunch & End of Day Three*

Day 4: ***Wednesday, 03rd of December 2025***

0730 – 0830	***Negotiation Principles & Techniques*** *Fundamentals of Negotiation in Energy Contracts • Integrative versus Distributive Negotiation • Preparing for Negotiation (Interests, BATNA, ZOPA) • Role of Cultural Awareness in Global LNG Markets*
0830 – 0930	***Stakeholder Mapping & Interests*** *Identifying Key Internal and External Stakeholders • Aligning Commercial, Technical, and Legal Teams • Managing Government and Regulatory Stakeholders • Balancing Competing Interests*
0930 – 0945	*Break*
0945 – 1100	***Communication in Negotiations*** *Effective Listening and Questioning Techniques • Persuasive Communication and Influence Tactics • Negotiating Across Cultures and Languages • Handling Difficult Conversations*
1100 – 1215	***Strategies for Successful LNG Negotiation*** *Building Leverage in Negotiations • Sequencing Issues for Agreement • Handling Deadlocks and Impasses • Using Time Pressure Strategically*
1215 – 1230	*Break*
1230 – 1330	***Simulation Exercise – LNG Contract Negotiation*** *Buyer versus Seller Role-Play • Negotiation of Pricing, Quantity, and Flexibility Terms • Incorporating Shipping and Credit Clauses • Reflection on Strategies Used*
1330 – 1420	***Case Study – High-Profile LNG Negotiations*** *Review of a Major LNG Supply Agreement Negotiation • How Parties Approached Pricing and Flexibility • Lessons on Stakeholder Management • Key Takeaways for Future Negotiators*
1420 – 1430	***Recap*** *Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow*
1430	*Lunch & End of Day Four*

Day 5:	Thursday, 04th of December 2025
0730 – 0830	***LNG Market Evolution & Contract Implications*** *Growth of Spot LNG Trading • Increasing Role of Portfolio Players • Impact of US LNG and Flexible Contracts • Shift Toward Shorter Contract Durations*
0830 – 0930	***Energy Transition & Green LNG Contracts*** *Decarbonization Pressures on LNG Contracts • Carbon-Neutral LNG and Emissions Clauses • Hydrogen and Ammonia Blending in Contracts • ESG Considerations in Negotiations*
0930 – 0945	*Break*
0945 – 1100	***Digitalization in LNG Trading & Contracts*** *Role of Trading Platforms and Digital Exchanges • Smart Contracts and Blockchain Applications • AI in Forecasting and Negotiation Support • Cybersecurity Considerations*
1100 – 1215	***Developing a Negotiation Playbook*** *Pre-Negotiation Preparation Checklist • Key Clauses to Prioritize in Negotiations • Risk Assessment Matrix for Contracts • Post-Signing Relationship Management*
1215 – 1230	*Break*
1230 – 1345	***Capstone Group Project – Drafting & Negotiating an LNG SPA*** *Teams Draft a Simplified LNG Sales & Purchase Agreement • Negotiate Key Terms: Pricing, Delivery, Credit, FM • Present Negotiated Outcomes to Peers*
1345 – 1400	***Course Conclusion*** *Using this Course Overview, the Instructor(s) will Brief Participants about t Topics that were Covered During the Course*
1400 – 1415	***POST-TEST***
1415 – 1430	*Presentation of Course Certificates*
1430	*Lunch & End of Course*

Practical Sessions

This practical and highly-interactive course includes real-life case studies and exercises:-



Course Coordinator

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