

COURSE OVERVIEW TM0956-3D
Sales Purchase Agreement (SPA) & Gas Supply Agreement (GSA) Management

Course Title

Sales Purchase Agreement (SPA) & Gas Supply Agreement (GSA) Management

Course Date/Venue

Session 1: August 02-04, 2026/Tamra Meeting Room, Al Bandar Rotana Creek, Dubai, UAE

Session 2: November 01-03, 2026/Sur Meeting Room, Royal Tulip Muscat, Muscat, Oman



Course Reference

TM0956-3D

Course Duration/Credits

Three days/1.8 CEUs/18 PDHs

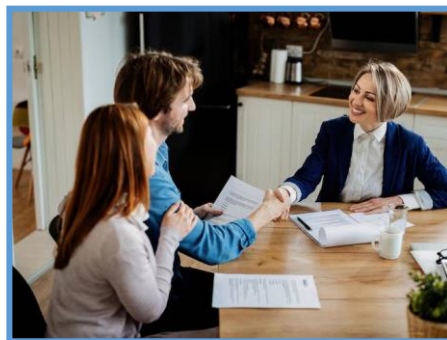


Course Description



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.

Sales purchase agreement (SPA) and gas supply agreement (GSA) management are fundamental contractual instruments governing the sale, purchase, transportation, delivery, pricing and risk allocation of natural gas and LNG transactions. Effective management of SPAs and GSAs is critical for ensuring supply security, contractual compliance, revenue protection, risk mitigation, operational efficiency and successful long-term commercial relationships.



Participants will gain practical knowledge of SPA and GSA structures, pricing mechanisms, contractual obligations, risk allocation, compliance requirements, dispute management and best practices in contract administration within the natural gas and LNG sectors.



Further, the course will also discuss the gas commercial agreements, types of gas sales and supply agreements and contract structure and key components; the quantity and delivery provisions, pricing mechanisms and commercial terms; and the take-or-pay and supply commitments, SPA & GSA contract administration as well as gas measurement, quality and specifications.

During this interactive course, participants will learn the nominations, scheduling and operational coordination including risk allocation and commercial risk management; the force majeure, change-in-law provisions, credit support and financial security mechanisms; the contract negotiation strategies, claim management, contract variations, dispute resolution and arbitration; the LNG and international gas trading considerations, strategic portfolio and commercial optimization; and the future trends in gas contracting and energy transition.

Course Objectives/Outcomes & Benefits for the Participants

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

- Apply and gain a comprehensive knowledge on sales purchase agreement (SPA) and gas supply agreement (GSA) management
- Discuss gas commercial agreements, types of gas sales and supply agreements and contract structure and key components
- Recognize quantity and delivery provisions, pricing mechanisms and commercial terms
- Explain take-or-pay and supply commitments, SPA & GSA contract administration as well as gas measurement, quality and specifications
- Carryout nominations, scheduling and operational coordination including risk allocation and commercial risk management
- Identify force majeure and change-in-law provisions and credit support and financial security mechanisms
- Apply contract negotiation strategies, claim management and contract variations as well as dispute resolution and arbitration
- Discuss LNG and international gas trading considerations, strategic portfolio and commercial optimization and future trends in gas contracting and energy transition

Exclusive 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 sales purchase agreement (SPA) and gas supply agreement (GSA) management for contract managers, commercial managers, gas marketing professionals, LNG marketing specialists, business development managers, supply chain managers, procurement professionals, legal advisors, contract administrators, commercial analysts, risk management professionals, finance managers, trading & marketing personnel, project managers, operations managers, energy economists, regulatory affairs professionals, and personnel involved in negotiating, administering, monitoring, or managing sales purchase agreements (SPAs) and gas supply agreements (GSAs) and other technical staff.

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: -

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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.

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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 **1.8 CEUs** (Continuing Education Units) or **18 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.

Accommodation

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

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. Mike Taylor, PhD (on-going), MScLI, MBA, MBL, PgDip, BSc, is a **Senior Finance & Management Consultant** with over **30 years** of extensive experience in the areas of **Accounts Payable Automation & Technology, Project Financial Data, Financial Policies, Petty Cash Fundamentals, Journal Entries & Cash Account Mapping, Recording & Reporting Transactions, Reconciling Petty Cash Accounts, Accounting Principles, Financial & Accounting** for Executives, **Accounts Payable Fundamentals, Financial Policies & Procedures, International Financial Reporting Standards (IFRS), Financial Statements**

Preparation, Preparation of Cash Flow in Accordance with IFRS, Reading & Interpreting Financial Statements, Environmental Pollution & Control in Oil Industry, Environmental Enforcement & Compliance, Waste Management & Environmental Protection, Environmental Emergency Plan, Environmental Policy Analysis, Health & Environment Hazards, Governmental & Budget Accounting, Fixed Assets Accounting, Budget Estimation, Budgeting & Cost Control Financial Statement Analysis, Corporate Finance & Accounts Payable Financial Processes and Procedures, Planning, Budgeting & Cost Control, Contract Management, Leadership in Contract Execution, Contract & Risk Management, Contractor Performance Assessments, Contract Management Procedure, Effective Quality Management System (QMS), QMS Framework, Quality Assurance Standards, QA Audit Process & Techniques, Office Administration, Office Management, Invoice Management, Administration Process, Administration Work Procedures, Facilitation & Leadership Skills, Coaching, Human Resource Development, Psychometric Testing, Career Development & Competence, Succession Planning, Self-Development & Empowerment, Personal Learning Needs Identification, Critical Success Factors (CSFs), Key Performance Indicators (KPIs), Productivity Creativity & Thinking Modes, Human Resource Scorecard Management, Career Laddering, Fast-Track Career Progression Application, Knowledge Management, Customer Management, Leadership Skills, Presentation Skills, Emotional Intelligence, Performance Management, Quality Management, Commercial Strategy, Project Management, Risk Management, Leadership & Business Management, Human Resource Management, Business Development, Innovation, Sales Strategy and Knowledge & Intangible Asset Assessment Design. Further, he is also well versed in **Organization Management & Business Consulting, Data Collection & Information Gathering, Value & Supply Chain Management, Intellectual Property & Innovation Assessments, Logistics & Supply Chain Management and Marketing Management. Mr. Taylor was **Appointed** as an **Executive/Management Development Facilitator** wherein he was responsible for the development of Executives & Senior Managers specializing in innovation, knowledge management and commercial negotiation as well as authored, implemented and executed a global 21st century facilitation and leadership methodology.**

During his career life, Mr. Taylor has gained his practical and field experience through his various significant positions and dedication as the **Multinational/Corporate Senior Management Consultant, Business Consultant/Facilitator, Business Consultant/Coach, Client Director, International Sales & Business Development Manager, Administration Manager, Regional Sales Manager, Contracts Manager, National Key Accounts Manager, Finance Manager, Quality Manager, Commercial Sales & Marketing Consultant, Communication Specialist, Sales & Marketing Representative, Key Note Speaker and Instructor/Trainer** for various international companies such as the Highland Group, Business Development & B2B Consulting, Knowledge-Solution Leadership & Innovation Consulting, DI Management Solutions (BPO), RMG/Contact Media & Communications, Paul Dinsdale Properties (PDP), Giant Leap Architects, Wise Capital Investments (HOD), Evolution® Advertising, Collaborative Xchange, Leatt Corporation, Dentsply SA, Binzagr Company, Lilly Direct/Lennon Generics and Bausch & Lomb.

Mr. Taylor has **Master's** degree in **Leadership & Innovation, Business Administration** and **Business Leadership** as well as a **Bachelor's** degree in **Physical Education** and pursuing **PhD** in **Global Governance & Energy Policy.** Further, he is a **Certified Instructor/Trainer, Certified Internal Verifier/Trainer/Assessor** by the **Institute of Leadership & Management (ILM)** and a member of Incremental Advantage, Da Vinci Institute, Black Management Forum, Institute of Directors (IOD), World Future Society (WFS), Social Science Research Network, University of Kwazulu Natal (Alumnus), Anthropology & Archaeology Research Network and National Research Foundation (NRF). He has further delivered numerous trainings, courses, workshops, seminars and conferences globally.

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.

Learning Design & Customization

This course can be customized to the exact requirements of clients. Haward Technology is so proud of our huge capabilities in tailoring our courses to the training needs of our valued clients.

Course Fee

US\$ 3,750 per Delegate + **VAT**. This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

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

0730 – 0800	<i>Registration & Coffee</i>
0800 – 0815	<i>Welcome & Introduction</i>
0815 – 0830	PRE-TEST
0830 – 0930	Introduction to Gas Commercial Agreements <i>Overview of Natural Gas & LNG Markets • Role of SPAs & GSAs in Gas Value Chains • Key Stakeholders in Gas Supply Transactions • Commercial Objectives of Gas Agreements</i>
0930 – 0945	<i>Break</i>
0945 – 1030	Types of Gas Sales & Supply Agreements <i>Domestic Gas Supply Agreements • LNG Sales & Purchase Agreements • Long-Term versus Short-Term Agreements • Spot, Term & Hybrid Supply Arrangements</i>
1030 – 1100	Contract Structure & Key Components <i>Definitions & Interpretation Clauses • Scope of Supply & Delivery Obligations • Contract Duration & Termination Provisions • Rights & Obligations of Parties</i>
1100 – 1130	Quantity & Delivery Provisions <i>Annual Contract Quantity (ACQ) • Daily Contract Quantity (DCQ) • Nominations & Scheduling Procedures • Delivery Point & Transfer of Title</i>
1130 – 1215	Pricing Mechanisms & Commercial Terms <i>Fixed & Indexed Pricing Models • Oil-Linked & Hub-Based Pricing • Price Review Clauses • Escalation & Adjustment Mechanisms</i>



1215 – 1230	Break
1230 – 1300	Take-or-Pay & Supply Commitments Principles of Take-or-Pay Obligations • Minimum Offtake Requirements • Supply Reliability Commitments • Financial Consequences of Non-Performance
1300 – 1420	Workshops SPA & GSA Structure Review Exercise • Contract Clause Interpretation Workshop • Pricing Formula Calculation Exercise • Take-or-Pay Obligation Case Study
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

0730 – 0830	SPA & GSA Contract Administration Contract Management Lifecycle • Contract Performance Monitoring • Compliance Tracking & Reporting • Documentation & Record Management
0830 – 0930	Gas Measurement, Quality & Specifications Gas Quantity Measurement Standards • Energy Content & Heating Value Calculations • Gas Quality Specifications • Quality Disputes & Resolution Procedures
0930 – 0945	Break
0945 – 1100	Nominations, Scheduling & Operational Coordination Nomination Procedures & Timelines • Scheduling & Allocation Processes • Balancing & Operational Flexibility • Coordination with Transportation Operators
1100 – 1130	Risk Allocation & Commercial Risk Management Market & Price Risks • Volume & Demand Risks • Supply Disruption Risks • Counterparty Credit Risks
1130 - 1215	Force Majeure & Change-in-Law Provisions Force Majeure Definitions & Events • Notification & Mitigation Requirements • Regulatory & Legislative Changes • Contractual Remedies & Adjustments
1215 – 1230	Break
1230 – 1330	Credit Support & Financial Security Mechanisms Parent Company Guarantees • Letters of Credit • Performance Bonds & Security Instruments • Credit Risk Monitoring Practices
1330 – 1420	Workshops Contract Administration & Compliance Exercise • Gas Measurement & Quality Dispute Simulation • Risk Allocation Assessment Workshop • Force Majeure Case Study Analysis
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

0730 – 0830	Contract Negotiation Strategies <i>Commercial Negotiation Planning • Key Negotiation Positions & Objectives • Managing Commercial Trade-Offs • Achieving Win-Win Outcomes</i>
0830 – 0930	Claims Management & Contract Variations <i>Managing Contract Amendments • Change Requests & Variations • Claims Identification & Documentation • Negotiating Contract Adjustments</i>
0930 – 0945	<i>Break</i>
0945 – 1100	Dispute Resolution & Arbitration <i>Common Sources of SPA & GSA Disputes • Dispute Avoidance Techniques • Arbitration & Expert Determination • Litigation Considerations & Alternatives</i>
1100 – 1130	LNG & International Gas Trading Considerations <i>LNG Contracting Structures • Destination Flexibility Clauses • LNG Cargo Diversion Rights • International Trading Practices</i>
1130 - 1215	Strategic Portfolio & Commercial Optimization <i>Gas Portfolio Management • Supply Diversification Strategies • Revenue Optimization Techniques • Managing Market Volatility</i>
1215 – 1230	<i>Break</i>
1230 – 1300	Future Trends in Gas Contracting & Energy Transition <i>Impact of Energy Transition on Gas Contracts • Decarbonization & ESG Considerations • Hydrogen & Low-Carbon Gas Agreements • Emerging Contract Structures & Market Developments</i>
1300 – 1345	Workshops <i>SPA/GSA Negotiation Simulation • Claims & Variation Management Exercise • Arbitration & Dispute Resolution Case Study • Gas Portfolio Optimization Workshop</i>
1345– 1400	Course Conclusion <i>Using this Course Overview, the Instructor(s) will Brief Participants about the Course Topics that were Covered During the Course</i>
1400 – 1415	POST-TEST
1415 – 1430	<i>Presentation of Course Certificates</i>
1430	<i>Lunch & End of Course</i>

Learning Outcomes

By the end of this course, participants will be able to:

- Understand the structure, purpose and commercial significance of SPAs and GSAs
- Interpret key contractual provisions governing gas and LNG transactions
- Manage pricing mechanisms, quantity commitments and delivery obligations effectively
- Administer contracts throughout their lifecycle while ensuring compliance and performance
- Manage nominations, scheduling, gas quality, and measurement requirements
- Identify and mitigate commercial, operational, and contractual risks.
- Apply force majeure, change-in-law, and credit support provisions appropriately
- Handle contract amendments, claims, and disputes effectively
- Negotiate SPA and GSA terms that protect commercial interests while fostering long-term relationships
- Develop strategic approaches to gas supply management, portfolio optimization, and future energy market challenges

Practical Sessions

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



Course Coordinator

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