



COURSE OVERVIEW CM0014 Negotiation Successful Gas & LNG Contracts

Course Title

Negotiation Successful Gas & LNG Contracts

Course Date/Venue

February 01-05, 2026/Tactic 2B Meeting Room,
Aloft Dharan Hotel, Al Khobar, KSA

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

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 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. Mike Taylor, PhD (on-going), MScLI, MBA, MBL, BSc, HDE, is a **Senior Finance & Management Consultant** with over **25 years** of experience in **Oil & Gas and LNG Contract Negotiation, Contract Administration, Power & Water Utilities, Other Energy Sectors and Financial industries**. His expertise lies extensively in the areas of **Finance Budgeting, Budgeting, Forecasting & Planning, Budgeting and Cost Control, Finance & Budgeting Process & Procedures, Effective Budgeting & Cost Control, Project Financial Data, Financial Indicators, Financial Leverage, Discounted Cash Flows,**

Economic Cost Analysis, Equity Profitability Analysis, Financial Modelling & Forecasting, Financial Analysis Techniques, Financial Data Analysis Concepts & Process, Credit Analysis, Financial & Accounting Management, Financial Planning Techniques, Vendor Invoice Processing & Management, Evaluating Cost & Revenue, Budgeting & Cost Control and Marketing Management, Project Quality Management, Quality Control & Site Inspection, Project Quality Plan, Construction Quality Management, Material Management & Project Turnover, Project Risk Management, Risk Identification Tools & Techniques, Project Life Cycle, Project Stakeholder & Governance, Project Management Processes, Project Integration Management, Project Management Plan, Project Work Monitoring & Control, Project Scope Management, Project Time Management, Project Cost Management, Project Quality Management, Quality Assurance, Project Human Resource Management, Project Communications Management, Project Planning, Scheduling & Cost Control Professional, Project Scheduling & Cost Control, Facilitation & Leadership Skills, Coaching, Human Resource Development, Psychometric Testing, Career Development & Competence, Succession Planning, Self-Development & Empowerment, Personal Learning Needs Identification, Data Quality Control, Data Quality Assessment, Data Quality Planning, Data Quality Strategy Management, Customer Management. Further, he is also well-versed in. **Leadership Skills, Presentation Skills, Negotiation Skills, Decision Making Skills, Communication Skills, Emotional Intelligence, Performance Management, Contract Management, Quality Management, Commercial Strategy, Project Management, Risk Management, Leadership & Business Management, Human Resource Management, Planning, Budgeting & Cost Control, Business Development, Innovation, Sales Strategy and Knowledge & Intangible Asset Assessment Design.** Mr. Taylor is the **Founder & CEO** of Mitakon Innovation Pty Ltd wherein he is 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 **Knowledge-Solutions Service Provider, Founder-Principal/CIO, Subject Matter Expert, Consulting Partner, Executive/Management Development Facilitator, Multinational/Corporate Senior Management Consultant, Senior Quality & Finance Management Consultant, Executive Management Development/Facilitator, Business Consultant/Facilitator, Business & Quality Consultant/Coach, Client Director, Administration Manager, Quality Manager, International Sales & Business Development Executive, Regional Sales Manager, National Key Accounts Manager, Commercial Sales & Marketing Consultant, Admin Assistant, Sales & Marketing Representative, Key Note Speaker, Lecturer and Instructor/Trainer** for various international companies such as the Highland Group (Business Consulting), **Anglo American, BHP Billiton, Rio Tinto, DI Management Solutions (BPO), Master Deal Making Institute (MDMI), RMG/Contact Media & Communications, Paul Dinsdale Properties (PDP), Giant Leap Architects, Wise Capital Investments (HOD), Evolution® Advertising, Collaborative Xchange, Leatt Corporation, Dentsply SA, FMCG/Binzagr Company, Unilever, Kellogg's, BAT, Hershey's, CORO, 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** 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.

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, 01st of February 2026

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 <i>Transition From Oil-Linked to Hub-Based Pricing • Impact of US LNG Exports on Contract Design • Review of Landmark LNG Contracts • Lessons for Negotiators</i>
1420 – 1430	Recap <i>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</i>
1430	<i>Lunch & End of Day One</i>

Day 2: Monday, 02nd of February 2026

0730 – 0830	Contract Duration & Flexibility <i>Long-Term versus Short/Medium-Term Contracts • Role of Spot and Portfolio Players • Renewal and Extension Clauses • Contract Exit Strategies</i>
0830 – 0930	Payment & Credit Arrangements <i>Payment Terms and Credit Support Requirements • Bank Guarantees, Letters of Credit, and Parent Guarantees • Creditworthiness of Buyers and Sellers • Managing Default and Insolvency Risk</i>
0930 – 0945	<i>Break</i>
0945 – 1100	Force Majeure & Hardship Clauses <i>Definition and Scope of Force Majeure • Events Covered (Political, Natural, Technical) • Hardship Clauses and Price Reopeners • Lessons From COVID-19 Disruptions</i>
1100 – 1215	Destination & Diversion Clauses <i>Destination Restrictions in Legacy LNG Contracts • EU and Competition Law Challenges • Diversion Provisions and Compensation • Balancing Buyer and Seller Flexibility</i>
1215 – 1230	<i>Break</i>
1230 – 1330	Negotiation of Shipping Terms <i>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</i>
1330 – 1420	Workshop – Drafting Key Commercial Clauses <i>Small Group Drafting of Pricing Clause • Structuring Take-or-Pay Obligations • Addressing Credit Risk Through Payment Clauses • Presenting Drafts for Peer Feedback</i>
1420 – 1430	Recap <i>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</i>
1430	<i>Lunch & End of Day Two</i>

Day 3: Tuesday, 03rd of February 2026

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



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, 04th of February 2026

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, 05th of February 2026

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 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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