



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. 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, 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 <i>Negotiation and Mediation Frameworks • Arbitration Under ICC, LCIA, SIAC • Litigation Challenges Across Jurisdictions • Role of Expert Determination</i>
1100 – 1215	Regulatory & Antitrust Issues <i>National Gas Policies and Their Impact • EU Antitrust and Destination Clause Rulings • Environmental Regulations Affecting LNG • Contract Compliance with Emissions Targets</i>
1215 – 1230	Break
1230 – 1330	LNG Project Financing & Contracts <i>Bankability of LNG Contracts • Project Finance Requirements • Offtake Agreements and Financing Linkage • Role of Lenders in Contract Negotiation</i>
1330 – 1420	Case Study – Arbitration in LNG Disputes <i>Example of LNG Price Review Arbitration • Analysis of Arbitration Process and Outcome • Lessons for Drafting Dispute Clauses • Avoiding Litigation Through Careful Negotiation</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	Lunch & End of Day Three

Day 4: Wednesday, 04th of February 2026

0730 – 0830	Negotiation Principles & Techniques <i>Fundamentals of Negotiation in Energy Contracts • Integrative versus Distributive Negotiation • Preparing for Negotiation (Interests, BATNA, ZOPA) • Role of Cultural Awareness in Global LNG Markets</i>
0830 – 0930	Stakeholder Mapping & Interests <i>Identifying Key Internal and External Stakeholders • Aligning Commercial, Technical, and Legal Teams • Managing Government and Regulatory Stakeholders • Balancing Competing Interests</i>
0930 – 0945	Break
0945 – 1100	Communication in Negotiations <i>Effective Listening and Questioning Techniques • Persuasive Communication and Influence Tactics • Negotiating Across Cultures and Languages • Handling Difficult Conversations</i>
1100 – 1215	Strategies for Successful LNG Negotiation <i>Building Leverage in Negotiations • Sequencing Issues for Agreement • Handling Deadlocks and Impasses • Using Time Pressure Strategically</i>
1215 – 1230	Break
1230 – 1330	Simulation Exercise – LNG Contract Negotiation <i>Buyer versus Seller Role-Play • Negotiation of Pricing, Quantity, and Flexibility Terms • Incorporating Shipping and Credit Clauses • Reflection on Strategies Used</i>
1330 – 1420	Case Study – High-Profile LNG Negotiations <i>Review of a Major LNG Supply Agreement Negotiation • How Parties Approached Pricing and Flexibility • Lessons on Stakeholder Management • Key Takeaways for Future 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	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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