



Consulting and Training | Reach New Heights

Course Name

International Gas Sales Contracts

Sector Name

Oil, Gas and Chemical

Document Type

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International Gas Sales Contracts

Course Introduction

The International Gas Sales Contracts training program is designed to equip participants with the knowledge and skills necessary to navigate the complexities of gas sales agreements in a global context. Over the course of five days, participants will delve into the intricacies of international gas markets, exploring topics ranging from negotiation strategies and pricing mechanisms to risk management and dispute resolution. Through a combination of interactive lectures, case studies, and group discussions, participants will gain practical insights into the nuances of drafting, negotiating, and managing gas sales contracts.

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Target Audience

- ✓ Process design
- ✓ Unit Operator
- ✓ Environmental
- ✓ Process safety engineer
- ✓ Gasoline blender engineer
- ✓ Lab supervisor
- ✓ Supply chain engineer
- ✓ Distillates analyst
- ✓ Models engineer
- ✓ Chemical Operator
- ✓ Chemical Plant Operator
- ✓ Chemical Process Technician
- ✓ Control Room Supervisor
- ✓ Gas Plant Process Operator
- ✓ Gas Production Operator
- ✓ Gas Terminal Operations and Storage
- ✓ Gathering Pipeline engineer
- ✓ Oil Terminal / Storage engineer
- ✓ Pipeline Maintenance / Equipment / Compliance / Repair
- ✓ Pipeline Testing / Technician / Supervisor / Safety
- ✓ Plant Equipment Operator

- ✓ Plant Operations Technician
- ✓ Plant Shutdown
- ✓ Plant Supervisor
- ✓ Power Distribution
- ✓ Power Plant Manager
- ✓ Process Supervisor
- ✓ Refinery Operations Technician / Manager
- ✓ Terminal Operator / Manager
- ✓ Utilities Operator

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Learning Objectives

- ✓ Understand the fundamental principles and key components of international gas sales contracts, including pricing mechanisms, contractual terms, and risk management strategies.
- ✓ Develop negotiation skills and strategies essential for effectively negotiating gas sales agreements in an international context.
- ✓ Gain insights into the various pricing models used in gas sales contracts, such as oil-indexed, hub-based, and hybrid pricing, and learn how to apply them in different scenarios.
- ✓ Learn best practices for managing contract performance, monitoring compliance with regulatory requirements, and resolving disputes in international gas transactions.
- ✓ Acquire practical knowledge through case studies and interactive exercises that simulate real-world negotiation and contract management scenarios.

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Course Outline

✓ 01 Day One

Introduction to International Gas Sales Contracts

- ✓ Understanding the global gas market landscape
- ✓ Overview of international gas sales contracts
- ✓ Key players and stakeholders in gas sales agreements
- ✓ Basic terms and clauses in gas sales contracts
- ✓ Case studies: Analyzing real-world gas sales contracts

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Course Outline

✓ 02 Day Two

Negotiation Strategies and Contract Formation

- ✓ Negotiation tactics and strategies for gas sales agreements
- ✓ Developing effective negotiation plans and objectives
- ✓ Drafting and structuring gas sales contracts
- ✓ Legal considerations and compliance requirements
- ✓ Practical exercises: Mock negotiation sessions and contract drafting

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Course Outline

✓ 03 Day Three

Pricing Mechanisms and Contractual Terms

- ✓ Pricing models for gas sales contracts (e.g., oil-indexed, hub-based, hybrid)
- ✓ Price adjustment mechanisms and escalation clauses
- ✓ Delivery and acceptance procedures
- ✓ Force majeure and termination provisions
- ✓ Analyzing pricing mechanisms and contractual terms

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Course Outline

✓ **04 Day Four**

Contract Administration and Risk Management

- ✓ Contract Performance Monitoring – Ensuring compliance with contractual obligations
- ✓ Dispute Resolution Mechanisms – Arbitration, mediation, and legal considerations
- ✓ Force Majeure and Contract Termination – Managing unforeseen events and exit strategies
- ✓ Risk Management in Gas Sales Contracts – Identifying and mitigating financial, operational, and market risks
- ✓ Case Studies & Best Practices – Real-world examples of effective contract administration

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Course Outline

✓ 05 Day Five

Contract Performance and Compliance

- ✓ Monitoring and managing contract performance
- ✓ Compliance with regulatory requirements and industry standards
- ✓ Environmental and social considerations in gas sales contracts
- ✓ Post-contract evaluation and lessons learned

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
June 14, 2027	June 18, 2027	5 days	4250.00 \$	UAE , Abu Dhabi
April 5, 2027	April 9, 2027	5 days	4250.00 \$	UAE , Dubai
Sept. 6, 2027	Sept. 10, 2027	5 days	4950.00 \$	Spain , Madrid
Nov. 23, 2026	Nov. 27, 2026	5 days	4250.00 \$	UAE , Dubai

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