



*Training Course:  
LNG Contract and Price Negotiation*

*23 - 27 June 2024  
Istanbul (Turkey)  
DoubleTree by Hilton Istanbul Esentepe*

## Training Course: LNG Contract and Price Negotiation

Training Course code: EN235149 From: 23 - 27 June 2024 Venue: Istanbul (Turkey) - DoubleTree by Hilton Istanbul Esentepe Training Course Fees: 6300 ₺ Euro

### Introduction

The LNG Liquefied Natural Gas industry is a dynamic and rapidly evolving sector of the energy market. Effective negotiation of LNG contracts and pricing is crucial for success in this industry. This 5-day training program is designed to equip participants with the knowledge and skills necessary to excel in LNG contract and price negotiations. Whether you are a seasoned professional or new to the LNG market, this program will provide valuable insights and strategies to enhance your negotiation capabilities.

### Objectives

At the end of this 5-day training program, participants will:

- Understand the LNG Industry: Gain a comprehensive understanding of the LNG industry, including its supply chain, market dynamics, stakeholders, and regulatory considerations.
- Master LNG Contracts: Explore various types of LNG contracts, key contract terms and conditions, and effective risk allocation strategies.
- Pricing Expertise: Acquire in-depth knowledge of LNG pricing mechanisms, pricing formulae, price review mechanisms, and negotiation techniques related to pricing.
- Negotiation Skills: Develop negotiation skills and techniques essential for successful LNG contract and price negotiations, including building trust, identifying BATNA, and applying negotiation tactics.
- Case Studies: Analyze real-world case studies of successful LNG negotiations, challenges, and dispute resolution mechanisms.
- Stay Updated: Stay informed about emerging trends in LNG contracts and pricing, and gain insights from industry experts.

### Target Audience

This training program is ideal for professionals, managers, and executives working in the LNG industry or those looking to enter the field. The target audience includes:

- Energy industry professionals involved in LNG procurement, sales, or operations.
- Contract managers and legal professionals dealing with LNG contracts.
- Financial analysts and traders working in the energy sector.
- Government officials and regulators overseeing the LNG market.
- Entrepreneurs and business leaders exploring opportunities in the LNG industry.
- Anyone interested in gaining a deep understanding of LNG contracts and price negotiation.

## Program Outline

### Day 1: Introduction to LNG and Market Dynamics

- Overview of the LNG industry
- LNG supply chain and value chain
- Market dynamics and trends
- LNG players and stakeholders
- Regulatory and environmental considerations

### Day 2: LNG Contract Structures and Terms

- Types of LNG contracts SPAs, HOAs, tolling agreements, etc.
- Key terms and conditions in LNG contracts
- Risk allocation in LNG contracts
- LNG contract negotiation strategies
- Drafting effective LNG contracts

### Day 3: Pricing Models in LNG Contracts

- Overview of LNG pricing mechanisms Oil-indexed, Henry Hub, JKM, etc.
- Pricing formulae and benchmarks
- Price review mechanisms and adjustments
- Contract price negotiations

### Day 4: Negotiation Skills and Techniques

- The art of negotiation
- Principled negotiation vs. competitive negotiation
- Building rapport and trust in negotiations
- BATNA Best Alternative to a Negotiated Agreement
- Tactics and counter-tactics in LNG negotiations

### Day 5: Case Studies and Advanced Topics

- Case study analysis of successful LNG negotiations
- Challenges and disputes in LNG contracts
- Dispute resolution mechanisms
- Emerging trends in LNG contracts and pricing
- Guest speaker session: Industry expert or negotiator's perspective

## Registration form on the Training Course: LNG Contract and Price Negotiation

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

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Company Name: .....  
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### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
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Telephone / Mobile: .....  
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### Payment Method

- ☐ Please find enclosed a cheque made payable to Global Horizon
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