



*Training Course:
LNG Commercial Management: LNG Supply,
Demand & Pricing*

*12 - 23 May 2025
Trabzon (Turkey)*

Training Course: LNG Commercial Management: LNG Supply, Demand & Pricing

Training Course code: SC235144 From: 12 - 23 May 2025 Venue: Trabzon (Turkey) - Training Course Fees: 9600 € Euro

Introduction

Welcome to the LNG Commercial Management: LNG Supply, Demand & Pricing training program. Liquid Natural Gas LNG is a critical player in the global energy landscape, and understanding its commercial dynamics is paramount for success in this industry. This intensive 10-day program has been meticulously designed to provide participants with a comprehensive understanding of LNG's supply chain, demand factors, pricing mechanisms, and commercial management strategies. Whether you are new to the LNG industry or seeking to deepen your expertise, this program will equip you with the knowledge and skills necessary to excel in LNG commercial management.

Objectives

Upon completing this training program, participants will:

- **Gain a Comprehensive Understanding:** Develop a holistic view of the LNG industry, from its historical evolution to the current global market dynamics.
- **Master LNG Supply Chain:** Acquire in-depth knowledge of LNG production, transportation, receiving terminals, and storage.
- **Analyze Demand Dynamics:** Explore the drivers behind global and regional LNG demand, and assess future trends.
- **Navigate LNG Contracts:** Learn about different types of LNG contracts, effective negotiation strategies, and essential contract terms and provisions.
- **Decipher Pricing Mechanisms:** Understand LNG pricing benchmarks, the impact of long-term vs. short-term pricing, and pricing risk management strategies.
- **Conduct Market Analysis:** Analyze LNG market fundamentals, pricing centers, and geopolitical factors affecting the industry.
- **Mitigate Risks:** Identify and manage various risks in LNG trading, including risk assessment and mitigation strategies.
- **Embrace Sustainability and ESG:** Comprehend the growing importance of environmental and social responsibility in LNG operations and trading.
- **Apply Real-world Insights:** Apply lessons from real-world case studies and collaborate on group projects with industry experts.
- **Anticipate Future Trends:** Explore LNG's role in the energy transition, technological innovations, and emerging market opportunities.

Target Audience

This training program is designed for a diverse range of professionals, including but not limited to:

- Energy industry executives and managers
- LNG traders and analysts
- Supply chain and logistics professionals
- Legal and contract managers
- Regulatory and compliance officers
- Finance and risk management experts
- Environmental and sustainability practitioners
- Consultants and advisors in the energy sector
- Individuals seeking a career transition into the LNG industry

Outline

Day 1: Introduction to LNG Industry

- Overview of LNG industry
- Historical context and evolution
- Key stakeholders and their roles

Day 2: LNG Supply Chain

- LNG liquefaction process
- LNG transportation and shipping
- LNG receiving terminals

Day 3: LNG Demand Dynamics

- Global LNG demand drivers
- Regional variations in demand
- LNG as a clean energy source

Day 4: LNG Contracts and Agreements

- Types of LNG contracts SPAs, LTAs, etc.
- LNG contract negotiation and execution
- Key contract terms and provisions

Day 5: LNG Pricing Mechanisms

- LNG pricing benchmarks e.g., Henry Hub, JCC, TTF
- Long-term vs. short-term pricing
- Price indexation methods

Day 6: LNG Market Analysis

- Market fundamentals and supply-demand balance
- LNG trading hubs and pricing centers
- Geopolitical factors impacting LNG markets

Day 7: LNG Risk Management

- Types of risks in LNG trading
- Risk assessment and mitigation strategies
- Role of insurance in LNG commercial management

Day 8: Sustainability and ESG in LNG

- Environmental and social responsibilities in LNG industry
- ESG reporting and compliance
- Sustainable LNG production and operations

Day 9: LNG Case Studies and Projects

- Real-world case studies of successful LNG commercial management
- LNG market analysis and strategy development

Day 10: Future Trends and Innovations

- LNG as a bridge fuel in the energy transition
- Technological innovations in LNG production and transport
- Emerging markets and opportunities

Registration form on the Training Course: LNG Commercial Management: LNG Supply, Demand & Pricing

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