# LNG Commercial Management: Strategies for Global Markets

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Tunis (Tunisia)



# LNG Commercial Management: Strategies for Global Markets

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## Why This Course

As the global energy landscape rapidly evolves, LNG has emerged as a critical component of the world's transition toward cleaner and more flexible energy solutions. This shift brings new opportunities — along with complex commercial, contractual, and strategic challenges. Success in LNG markets requires deep knowledge of global trade flows, strong negotiation skills, advanced pricing understanding, and the ability to navigate risks in volatile conditions.

The LNG Commercial Management Excellence Program is an intensive 1-week executive course designed for professionals involved in LNG trading, marketing, project development, or commercial strategy. The program provides a complete picture of the LNG value chain, commercial operations, pricing mechanisms, and emerging industry trends, enabling participants to make informed, strategic decisions in a competitive global market.

Through real case studies, interactive simulations, and practical analytical tools, participants will develop the commercial acumen required to excel in LNG markets today and in the future.

## What You'll Learn and Practice

By the end of this program, participants will be able to:

- Analyze global LNG market dynamics and understand key trade flows
- Negotiate LNG contracts with confidence and mastery of commercial terms
- Apply LNG pricing mechanisms and develop robust economic evaluations
- Identify and mitigate commercial, financial, and operational risks
- Assess emerging trends and integrate them into LNG commercial strategy
- Make informed decisions on LNG project development and market entry

## The Program Flow

### Day 1 - LNG Industry Overview & Market Dynamics

- Global LNG trends, growth drivers, and long-term projections
- The LNG value chain: production, liquefaction, shipping, regasification, and marketing
- Key stakeholders and their commercial roles
- Supply-and-demand drivers shaping global LNG flows
- Geopolitical influences on LNG trade and market access



## Day 2 - LNG Contracts & Negotiations

- Overview of LNG contract types: long-term, short-term, and spot
- Key commercial clauses in LNG Sale and Purchase Agreements SPAs
- Negotiation tactics and best practices for LNG deals
- Contract flexibility, optionality, destination clauses, and volume variability

## Day 3 - LNG Pricing & Economics

- LNG pricing models and global benchmarks
- Price review mechanisms and re-opener clauses
- LNG project economics and investment decision-making
- Basics of financial modeling for LNG commercial evaluation

## Day 4 - Risk Management in LNG Operations

- Commercial, financial, and operational risks across the LNG chain
- Hedging tools and financial instruments for price and exposure management
- Credit risk evaluation and mitigation strategies
- Insurance considerations and risk-shifting mechanisms in LNG operations

## Day 5 - Emerging Trends & Future Outlook

- Small-scale LNG and opportunities in niche markets
- LNG as a marine fuel and global bunkering developments
- Digitalization, automation, and data-driven LNG operations
- Environmental regulations, decarbonization pressures, and sustainable LNG practices

# Individual Impact

Participants will leave the program equipped to:

- Conduct thorough LNG market analyses and evaluate commercial opportunities
- Build and execute negotiation strategies for complex LNG agreements
- Perform economic and pricing assessments that guide investment decisions
- Design comprehensive risk management frameworks for LNG projects
- Shape commercial strategies that align with emerging industry trends

# Organizational Impact

Organizations will benefit through:



- Stronger commercial capabilities across LNG marketing and trading teams
- Better decision-making on project development and contract structuring
- Enhanced risk management and improved financial performance
- Competitive advantage through early adoption of emerging LNG trends
- More robust commercial strategies aligned with global market shifts

## Training Methodology

The program uses a highly interactive, practice-oriented approach including:

- Real-world LNG case studies and global market scenarios
- Hands-on negotiation simulations and pricing exercises
- Financial modeling activities for LNG project economics
- Group discussions and problem-solving workshops
- Expert-led sessions from experienced LNG practitioners

## Beyond the Course

Participants will return ready to:

- Conduct advanced LNG commercial analyses
- Structure and negotiate effective SPAs and commercial agreements
- Apply risk management tools across LNG operations
- Develop strategies for entering new LNG markets or optimizing existing ones
- Guide their organizations through the evolving future of LNG

