

LNG Commercial Management: Strategies for Global Markets

Oil, Gas & Energy Industry Specialization
Istanbul (Turkey)
03 - 07 Nov 2025

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LNG Commercial Management: Strategies for Global Markets

Ref: 321373_136351 **Date:** 03 - 07 Nov 2025 **Location:** Istanbul (Turkey) **Fees:** 3900 **Euro**

Course Description

This intensive 5-day course provides a comprehensive overview of LNG commercial management, focusing on global market dynamics, contract negotiations, pricing strategies, and risk management. Participants will gain practical insights into the LNG value chain, commercial operations, and emerging trends in the industry.

Learning Objectives

- Understand global LNG market dynamics and trade flows
- Master LNG contract negotiations and pricing mechanisms
- Develop strategies for effective risk management in LNG operations
- Analyze emerging trends and their impact on LNG commercial practices
- Optimize decision-making in LNG project development and operations

Course Modules

Day 1: LNG Industry Overview and Market Dynamics

- Global LNG market trends and projections
- LNG value chain and key stakeholders
- Supply and demand drivers
- Geopolitical factors influencing LNG trade

Day 2: LNG Contracts and Negotiations

- Types of LNG contracts long-term, short-term, spot
- Key clauses in LNG Sale and Purchase Agreements SPAs
- Negotiation strategies and best practices
- Contract flexibility and optionality

Day 3: LNG Pricing and Economics

- LNG pricing mechanisms and benchmarks
- Price review and re-opener clauses
- LNG project economics and investment decisions
- Financial modeling for LNG projects

Day 4: Risk Management in LNG Operations

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- Commercial and operational risks in LNG business
- Hedging strategies and financial instruments
- Credit risk management
- Insurance and liability considerations

Day 5: Emerging Trends and Future Outlook

- Small-scale LNG and new market opportunities
- LNG as a marine fuel and bunkering
- Digitalization and technological advancements in LNG
- Environmental regulations and sustainable LNG practices

Practical Wins for Participants

- Develop a comprehensive LNG market analysis report
- Create a negotiation strategy for an LNG Sale and Purchase Agreement
- Design a risk management framework for an LNG project
- Formulate a commercial strategy for entering new LNG markets

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