

LNG Commercial Management: Markets, Pricing, and Hedging

11 – 22 October 2026
Dubai (UAE)

UK Training

PARTNER



LNG Commercial Management: Markets, Pricing, and Hedging

Ref: 321818_136645 **Date:** 11 – 22 October 2026 **Location:** Dubai (UAE) **Fees:** 8800 GBP

Why This Course

The global LNG market is increasingly complex, with shifting supply-demand dynamics, volatile pricing, and evolving regulatory landscapes. Success in this environment requires more than operational expertise — it demands strategic insight, advanced commercial skills, and the ability to manage risk and optimize contracts effectively.

This intensive 10-day LNG Commercial Management course equips professionals with the knowledge, frameworks, and practical tools to excel in LNG trading, pricing, contract negotiation, and risk management. Through a blend of theoretical foundations, market analysis, and hands-on exercises, participants gain the capabilities to make informed decisions and drive commercial success in the global LNG industry.

What You'll Learn and Practice

By participating in this course, you will:

- Analyze global LNG market trends and their impact on commercial strategies.
- Master pricing mechanisms, contract structures, and negotiation strategies.
- Develop risk management and hedging techniques specific to LNG transactions.
- Understand the financial and investment considerations in LNG projects.
- Apply advanced trading strategies to optimize portfolios and market positions.
- Create actionable frameworks for LNG market analysis and decision-making.

The Program Flow

Day 1: Introduction to Global LNG Markets

- Overview of the LNG value chain
- Key players and stakeholders in the LNG industry
- Global supply and demand dynamics
- Emerging trends and market developments

Day 2: LNG Contract Structures and Negotiations

- Types of LNG contracts long-term, short-term, spot
- Key contract terms and conditions
- Negotiation strategies and best practices
- Case studies of successful LNG contracts

UK Training

PARTNER

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a pawn) positioned on it. The board is white and black, and the pieces are gold and silver. The text 'UK Training PARTNER' is overlaid on the right side of the board.

Day 3: LNG Pricing Mechanisms

- Oil-linked vs. gas-indexed pricing
- Hub-based pricing and regional differences
- Price review mechanisms and renegotiations
- Pricing formulas and calculations

Day 4: Risk Management in LNG Transactions

- Identifying and assessing LNG-specific risks
- Credit risk management strategies
- Operational and logistical risk mitigation
- Regulatory and geopolitical risk considerations

Day 5: Introduction to LNG Hedging

- Fundamentals of financial derivatives in LNG markets
- Futures, forwards, and swaps for LNG
- Options strategies for LNG price risk management
- Basis risk and cross-commodity hedging

Day 6: Advanced Hedging Techniques

- Designing optimal hedging strategies
- Dynamic hedging and portfolio management
- Hedging LNG shipping and regasification exposures
- Quantitative models for hedge effectiveness analysis

Day 7: LNG Trading and Optimization

- Spot market trading strategies
- Arbitrage opportunities in global LNG markets
- Portfolio optimization techniques
- Trading desk operations and best practices

Day 8: LNG Project Financing and Investment

- Financial structures for LNG projects
- Risk allocation in project finance
- Investment analysis and decision-making tools
- Case studies of successful LNG project financing

Day 9: Regulatory Framework and Compliance

- International LNG trade regulations
- Environmental regulations and their impact on LNG
- Sanctions and trade restrictions
- Compliance best practices for LNG companies

Day 10: Future of LNG Markets and Innovation

- Emerging technologies in LNG production and transportation
- Small-scale LNG and new market opportunities
- LNG as a transition fuel and environmental considerations
- Digital transformation in LNG trading and operations

Individual Impact

- Gain confidence in analyzing and navigating complex LNG market dynamics.
- Enhance skills in contract negotiation, pricing strategy, and hedging.
- Develop a strategic mindset for risk management and portfolio optimization.

Work Impact

- Implement effective commercial strategies for LNG trading and contracts.
- Improve organizational decision-making on pricing, hedging, and project financing.
- Strengthen risk management practices and compliance frameworks.
- Drive measurable improvements in LNG portfolio performance and profitability.

Training Methodology

This course combines interactive lectures, case studies, and practical exercises to ensure applied learning:

- Real-world LNG market scenarios and contract analysis.
- Hands-on workshops for pricing, risk assessment, and hedging strategies.
- Group exercises simulating trading and negotiation environments.
- Guided discussions and peer collaboration to reinforce practical insights.

Beyond the Course

Participants will leave equipped to:

- Conduct comprehensive LNG market analyses and forecasting.
- Design and implement effective hedging and risk management strategies.
- Negotiate and optimize LNG contracts for maximum commercial advantage.
- Apply advanced trading and investment strategies to drive business success.

Black Bird Training
PARTNER

