

INTERNATIONAL GAS BUSINESS MANAGEMENT

“Gain Strategic, Technical, and Financial Expertise to Excel in the Global Natural Gas and LNG Industry.”

Schedule

Venue (InHouse)	Fees
At Your Organization Premises	Ask For The Quotation

Introduction

The global gas industry is rapidly evolving, shaped by energy transition trends, market liberalization, technological innovation, and shifting geopolitical dynamics. Understanding the entire gas value chain—from exploration and production to marketing, trading, and transportation—is crucial for professionals involved in gas business operations and management.

The International Gas Business Management course provides an in-depth understanding of the commercial, operational, and strategic aspects of the international gas and LNG (Liquefied Natural Gas) industry. It equips participants with the knowledge to manage contracts, negotiate agreements, evaluate projects, and navigate the complexities of global gas markets.

This program bridges the gap between technical operations and business decision-making, offering insights into upstream gas production, midstream transportation, storage, and downstream distribution. Participants will also explore LNG value chain management, pricing mechanisms, project financing, and regulatory frameworks governing international gas trade.

By the end of the course, participants will possess the analytical and managerial skills required to make informed business decisions, mitigate risks, and capitalize on opportunities in the competitive global gas marketplace.

Objectives

By completing this course, participants will be able to:

- Understand the structure, dynamics, and economics of the international gas and LNG industries.
- Analyze the entire gas value chain—from exploration to end-user consumption.
- Evaluate investment opportunities and commercial strategies in gas projects.
- Understand LNG liquefaction, shipping, and regasification processes.
- Develop and manage gas sales, supply, and transportation contracts.
- Assess pricing mechanisms, fiscal regimes, and market risks.
- Navigate the regulatory and geopolitical landscape of international gas trade.
- Apply business management principles to enhance gas project performance.
- Strengthen strategic planning and negotiation skills for gas business development.

Why Attend

The international gas business requires professionals who understand not only the technical operations but also the commercial and financial drivers of success. This course offers a holistic perspective of the gas industry, empowering participants to connect strategic, operational, and economic elements of gas business management.

By attending, you will gain practical tools and frameworks to evaluate projects, manage risks, and drive profitable decisions in gas trading, marketing, and infrastructure development. Whether you are a technical professional seeking business acumen or a manager needing a deeper understanding of gas operations, this course will enhance your leadership and strategic capabilities in a global context.

Target Audience

This course is ideal for professionals working in or with the gas and LNG sectors, including:

- Gas and LNG Project Managers
- Energy and Business Development Executives
- Commercial and Contract Managers
- Financial and Investment Analysts
- Gas Marketing and Trading Professionals
- Policy Makers and Regulators
- Engineers involved in Gas Operations and Infrastructure
- Consultants and Strategic Planners in the Energy Sector

Individual Benefits

- Gain a comprehensive understanding of the international gas and LNG value chain.
- Strengthen analytical and strategic skills for managing gas projects.
- Learn to evaluate gas contracts, pricing, and fiscal terms.
- Improve ability to assess and manage geopolitical and market risks.
- Enhance professional confidence in commercial negotiations and decision-making.
- Expand career opportunities within the global energy sector.

Organizational Benefits

- Improve decision-making in gas investments and contract negotiations.
- Strengthen corporate strategy through enhanced understanding of gas economics.
- Reduce project risks by applying structured business and financial analysis.
- Enhance competitiveness in gas trading and market participation.
- Build in-house expertise in gas business management and market forecasting.
- Support organizational sustainability through informed energy transition strategies.

Instructional Methodology

This course is delivered using a blend of theoretical concepts and real-world case studies to ensure practical learning. The methodology includes:

- Interactive lectures and multimedia presentations.
- Group discussions on global gas market trends and challenges.
- Real-world case studies of LNG projects and contracts.
- Practical exercises in gas pricing, project evaluation, and negotiation.
- Instructor-led workshops on risk management and commercial decision-making.
- Q&A sessions and knowledge-sharing among participants.

MAWA EVENTS

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Course Outline

Module 1: Overview of the Global Gas Industry

- The role of natural gas in the global energy mix
- Structure of the gas value chain: upstream, midstream, and downstream
- Key players, markets, and emerging trends

Module 2: Gas Exploration, Production, and Processing

- Basics of natural gas formation and extraction
- Gas field development and production technologies
- Gas processing, purification, and dehydration

Module 3: The LNG Value Chain

- Liquefaction and regasification technologies
- LNG shipping and storage operations
- Global LNG trade routes and infrastructure

Module 4: Gas Transportation and Distribution

- Pipeline systems and network management
- Gas storage, transmission, and distribution strategies
- Technical and safety considerations in gas logistics

Module 5: Gas Pricing and Market Mechanisms

- Gas pricing structures: oil-linked, hub-based, and hybrid models
- Market liberalization and trading hubs (Henry Hub, TTF, JKM)
- Price risk management and hedging instruments

Module 6: Gas Contracts and Negotiations

- Structure and types of gas supply contracts
- LNG sale and purchase agreements (SPAs)
- Contract negotiation strategies and case examples
- Dispute resolution and international arbitration

Module 7: Project Economics and Financial Evaluation

- Cost structure and capital investment in gas projects
- Economic evaluation tools: NPV, IRR, and cash flow analysis
- Financing mechanisms and risk-sharing models

Module 8: Regulatory Frameworks and Policies

- National and international gas regulations
- Environmental and safety standards in gas operations
- Impact of energy transition and carbon policies on gas business

Module 9: Risk Management and Geopolitical Challenges

- Identifying commercial, technical, and political risks
- Supply security and diversification strategies
- Geopolitical dynamics affecting global gas trade

Module 10: Future of the Gas Industry

- The role of gas in the energy transition and low-carbon economy
- Emerging technologies: hydrogen, CCUS, and renewable gases
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Strategic outlook for global gas markets

Certification

Upon successful completion, participants will receive a Certificate in International Gas Business Management, acknowledging their proficiency in the commercial, technical, and strategic aspects of the global gas and LNG industry. This certification demonstrates their ability to manage projects, evaluate investments, negotiate effectively, and contribute to the sustainable growth of their organization in the international energy marketplace.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
- **Industry-Leading Faculty:** Courses delivered by seasoned professionals with hands-on experience.
- **Practical Insights:** Learn to turn theory into actionable strategies for real-world business impact.
- **Client-Focused Solutions:** Customized programs designed to achieve your organisation’s unique goals.

In-House / Customized Training

Interested in running this course for your team?

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