

## Negotiating GSAs and PPAs - Principles and Practice

### COURSE OVERVIEW

This course can be taken on its own by those with some previous knowledge of the topic or as the second part of a two-course programme, the first one an introduction to drafting PPAs and GSAs, and this second-course providing practical examples through case studies and negotiation exercises. This interactive course will provide further examples and practice in drafting and negotiating successful PPAs and GSAs from a commercial perspective. It also assesses best practices in financing projects and risk mitigation. An understanding of how to deliver PPAs and GSAs that will last into the long term between power companies, consumers, and government organizations is crucially important. After completing this course, delegates will have gained a fuller understanding of constructing PPAs and GSAs.

### WHO SHOULD ATTEND?

Company executives, government, and parastatal officials involved in preparing, negotiating or implementing Power Purchase Agreements or Gas Supply Agreements, with the regulation or commercial management of energy enterprises, or negotiating contracts of any type in the energy sector.

### COURSE OUTCOMES

Delegates will gain knowledge and skills to:

- Understand a legal and regulatory framework
- Explore contract design
- Comprehend the structure of Power Purchase Agreements and Gas Supply Agreements
- Analyse Case Study GSAs and PPAs
- Understand negotiation theory and practice
- Employ negotiating tactics
- Apply to GSAs and PPAs

### KEY COURSE HIGHLIGHTS

At the end of the course, you will understand:

- How to structure and negotiate commercially sound PPAs and GSAs
- Key legal, regulatory, and financial elements that influence successful agreements
- Practical negotiation strategies through real-life case studies and exercises
- How to minimise risks and improve bankability in energy contracts
- Tactics for building long-term, sustainable agreements between all stakeholders
- Best practices for aligning contract terms with market and regulatory realities

All our courses are dual-certificate courses. At the end of the training, the delegates will receive two certificates.

1. A GTC end-of-course certificate
2. Continuing Professional Development (CPD) Certificate of completion with earned credits awarded



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