

Drafting & Negotiating PPAs and GSAs – Legal & Commercial Essentials

COURSE OVERVIEW

This course provides a comprehensive understanding of the legal and commercial fundamentals of drafting and negotiating Power Purchase Agreements (PPAs) and Gas Sale Agreements (GSAs). Participants will gain practical insights into the structure, content, and risk allocation mechanisms in these contracts, with a focus on aligning commercial objectives with legal protections. Through real-world examples and interactive discussions, the course bridges theory and practice, equipping participants with the skills to identify key clauses, negotiate effectively, and mitigate potential disputes.

WHO SHOULD ATTEND?

This course is designed for energy sector professionals, including legal counsel, contract managers, commercial managers, project developers, bankers, regulators, and consultants who are involved in energy project development, financing, or operations. It is also valuable for policymakers, advisors, and anyone seeking to strengthen their knowledge of PPAs and GSAs to support investment decisions and ensure successful project execution.

COURSE OUTCOMES

Delegates will gain the skills and knowledge to:

- Understand the legal and commercial framework governing PPAs and GSAs.
- Draft and review critical contractual clauses with greater confidence.
- Identify key risks and develop strategies for effective risk allocation.
- Apply negotiation techniques to achieve balanced and bankable agreements.
- Recognize common pitfalls and learn best practices to avoid disputes.

KEY COURSE HIGHLIGHTS

At the end of the course, you will understand;

- Practical case studies from power and gas projects.
- Clause-by-clause analysis of PPA and GSA templates.
- Insights into negotiation strategies and deal-making dynamics.
- Focus on bankability, risk allocation, and dispute resolution mechanisms.
- Guidance from experienced legal and commercial practitioners in the energy sector.

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