

Negotiating GSAs and PPAs – Principles and Practice

COURSE OVERVIEW

This course provides a comprehensive understanding of the principles and practical aspects of negotiating Gas Supply Agreements (GSAs) and Power Purchase Agreements (PPAs). It explores the commercial, legal, regulatory, and financial dimensions that underpin these critical contracts in the energy sector. Through a blend of conceptual frameworks, case studies, and real-world examples, participants will gain insights into market dynamics, risk allocation, pricing structures, performance obligations, and dispute resolution mechanisms that shape successful negotiations.

WHO SHOULD ATTEND?

The course is designed for energy professionals, legal advisors, commercial managers, project developers, regulators, policymakers, and financial institutions engaged in the power and gas sectors. It is also valuable for executives and decision-makers who seek to strengthen their negotiation skills, deepen their understanding of contractual frameworks, and enhance their ability to close bankable and sustainable deals.

COURSE OUTCOMES

Delegates will gain the skills and knowledge to:

- Develop a solid understanding of the key structures and clauses in GSAs and PPAs.
- Gain the ability to analyze, interpret, and negotiate contractual terms effectively.
- Identify and allocate risks appropriately between stakeholders.
- Enhance practical negotiation skills through role-play and case studies.
- Strengthen strategic decision-making for bankable and commercially viable agreements.

KEY COURSE HIGHLIGHTS

At the end of the course, you will understand;

- In-depth coverage of GSA and PPA principles and frameworks.
- Practical insights from industry case studies and live examples.
- Interactive negotiation simulations to apply theory in practice.
- Guidance on risk allocation, pricing mechanisms, and dispute management.
- Exposure to international best practices and emerging trends 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