**LNG Business Fundamentals and Project Development**

During this two-day program, participants learn the fundamentals of the LNG business along the LNG value chain - from gas supply to the marketing of LNG in a distant country and the essentials of building an LNG project. This includes the technology, operations, market, financing, legal agreements, project management, and commercial transactions that impact the integration of gas supply, liquefaction, transportation, receiving terminals, and end markets. The learning format is a combination of lectures by and outstanding faculty, class discussions, and team participation is a challenging and practical LNG business simulation game. This course design guarantees that participants will learn the full extent of the LNG business in a challenging and interactive way that consistently leads to high praise.

**WHO SHOULD ATTEND**

This program will benefit managers, government officials, operators, generalists and specialists in one or more functional areas of the international energy industry who seek a comprehensive understanding of the liquefied natural gas sector of the international gas industry.

**LECTURE SESSIONS**

- **LNG Business Fundamentals**
  - Gas Fundamentals: Gas Hydrocarbon Properties and Conversion

- **LNG Project Fundamentals**
  - Overview of the International Gas Markets
  - LNG Value Chain: Global Market History and Trends

- **LNG Commercial Fundamentals**
  - Energy Project Economics
  - Project Financing of LNG Projects
  - Introduction to FEED Contracts and Tendering Processes

- **LNG Technology**
  - Understanding LNG Technology

- **LNG Project Management**
  - The LNG Project Life Cycle

- **LNG Market Awareness**
  - LNG Sales and Purchase Agreements: History, Protocols, and Documents
  - LNG Shipping Agreements
  - LNG Joint Venture and Operating Agreements

**WORKSHOP SESSIONS INCLUDE:**

- Workshop Orientation
- Joint Venture and Upstream Analysis
- LNG Economics
- LNG Shipping Options
- Receiving Terminal Options
- LNG Market Analysis and Final Integrated Decisions
- Evaluation of Performance and Presentation of Results

**PROGRAM FEE**

- **DELHI:** US$ 3,500*
- **KUWAIT CITY:** US$ 4,000*

* *LNG charges on airfare can only when applicable

**Commercial Awareness of the Oil and Gas Value Chain**

This program is designed for individuals from many different backgrounds within the international petroleum industry, including lawyers, technical specialists, accountants, HR, IT specialists, marketing, and others, who seek a broad introduction of the international petroleum industry. This unique program has a lecture/workshop format: During the lectures, participants learn about the business and commercial aspects of the industry from recognized experts. During the workshop sessions, participants, working in teams, make the realistic technical and financial decisions that confront managers in the petroleum industry today.

The workshop focuses on developing essential technical, financial and business knowledge of all sectors of the international petroleum industry, with additional emphasis placed on effective teamwork, decision-making abilities, and presentation skills. This careful balance of lectures and workshop is an ideal way for participants to acquire the management skills and business knowledge needed for today’s industry manager.

**WHO SHOULD ATTEND**

This program will benefit management, administrative and technical personnel who seek to broaden their knowledge of the international petroleum business.

**LECTURE SESSIONS**

- **Overview of the Energy Industry**
- **Oil and Gas Value Chain**
  - Upstream Sector: Exploration and Production
  - Downstream Sector: Refining and Petrochemicals
  - Midstream Sector: Gas Transportation and LNG

**WORKSHOP SESSIONS INCLUDE:**

- Workshop Orientation
- Joint Venture and Upstream Analysis
- LNG Economics
- LNG Shipping Options
- Receiving Terminal Options
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Learn more or register for programs at www.IHRDC.com