JUPITER PRIME
Consulting • Training • Advisory
جوبيتر برايم للاستشارات والتدريب

COURSE BROCHURE

Liquefied Natural Gas Commercial Operations Training Course

28 March – 1 April 2027
Doha

jupiterprime.uk
info@jupiterprime.uk
Registered in the United Kingdom and Saudi Arabia

Liquefied Natural Gas Commercial Operations Training Course

Ref: 2790_106877 **Date:** 28 March – 1 April 2027 **Location:** Doha **Fees:** 6500 GBP

Liquefied Natural Gas Commercial Operations training is a 1-week course for commercial operations, scheduling and contract administration specialists on seller and buyer desks, and each participant builds a Contract Year Delivery Tracker. Long-term supply contracts now carry more flexibility, diversion rights and short-term cargoes, so the desk that schedules and invoices cargoes decides how much contract value is kept. Jupiter Prime Training presents this Liquefied Natural Gas Commercial Operations course for teams running live supply portfolios.

Why Liquefied Natural Gas Commercial Operations Matters Now

Three forces shape the commercial desk today. More portfolio players mean cargoes are traded, swapped and diverted more often. Buyers in power and city gas sectors seek wider tolerance bands and destination freedom, while sellers protect plant throughput. Price formulas that blend oil and hub indices make invoicing errors costly. A strong desk protects margins; a weak one leaks value through missed slots, disputed shortfalls and late claims. The course rests on the clause families of standard sale and purchase agreements, described in general terms.

Who Gains Most from Liquefied Natural Gas Commercial Operations

- Commercial operations staff who issue and accept cargo nominations
- Scheduling specialists who build annual and ninety-day delivery schedules
- Contract administrators who track quantities, notices and contract-year balances
- Invoicing and settlement staff who apply price formulas to measured cargoes
- Portfolio analysts who weigh diversions, swaps and shortfall remedies

A seller or buyer desk gains most when its scheduling, contracts and settlement members attend together, because one slot change touches all three.

Liquefied Natural Gas Commercial Operations Capabilities

Participants learn to run a cargo from schedule slot to closed invoice.

- Build an annual delivery schedule within tolerance bands — slot negotiation with counterparties
- Apply nomination and window clauses to cargo changes — terminal and shipping coordination
- Weigh downward flexibility, make-up and diversion options — portfolio margin decisions
- Calculate shortfall and take-or-pay amounts — remedy claims and settlements
- Specify invoice steps from energy measurement to price formula — accurate cargo billing
- Communicate contract-year balances to counterparties — reconciliation and dispute avoidance

Key Liquefied Natural Gas Commercial Operations Terms

- Annual delivery schedule — the agreed schedule of cargo slots for a contract year between seller and buyer.
- Annual contract quantity — the volume of energy the seller must deliver and the buyer must take in a contract year.
- Downward quantity tolerance — the buyer's right to take less than the annual quantity without penalty, within set limits.
- Take-or-pay — the buyer's duty to pay for contracted energy it fails to take, often with later make-up rights.
- Cargo diversion — redirecting a scheduled cargo to a different destination.
- Custody transfer — the measured point where cargo ownership and risk pass from seller to buyer.

Liquefied Natural Gas Commercial Operations Day by Day

Day 1: The Commercial Desk Within the Supply Chain

- Contract Portfolio Mapping Across Sellers and Buyers — Locating Volume Exposure by Counterparty
- Annual Contract Quantity and Tolerance Bands — Setting Delivery Obligations Per Contract Year
- Delivery Terms on Free-On-Board and Ex-Ship Bases — Assigning Shipping and Title Duties
- Interfaces With Plant, Shipping and Terminal Teams — Aligning Commercial and Physical Constraints
- Commercial Operations Calendar and Handover Points — Sequencing Contract-Year Activities

Day 2: Delivery Schedules and Nominations

- Annual Delivery Schedule Drafting Rounds — Agreeing Slot Patterns Between Parties
- Ninety-Day and Monthly Schedule Updates — Refining Cargo Windows Before Loading
- Nomination Notices and Acceptance Rules — Firming Cargo Quantities and Vessels
- Loading Window and Arrival Window Clauses — Managing Slot Discipline at Terminals
- Vessel Approval and Substitution Requests — Clearing Ships for Each Cargo

Day 3: Flexibility, Shortfalls and Diversions

- Downward Quantity Tolerance and Make-Up Rights — Using Buyer Flexibility Without Penalty
- Seller Shortfall and Buyer Take-or-Pay Remedies — Valuing Missed Delivery Obligations
- Cargo Diversion and Destination Change Requests — Sharing Upside From Redirected Cargoes
- Force Majeure Notices and Mitigation Steps — Handling Plant and Terminal Interruptions
- Swap and Cargo Exchange Arrangements — Bridging Short Gaps Across Portfolios

Day 4: Quantity, Quality and Invoicing

- Energy Content Measurement and Custody Transfer Records — Converting Volumes Into Billable Energy
- Off-Specification Cargo Procedures — Deciding Acceptance, Treatment or Rejection
- Price Formula Application and Invoice Preparation — Issuing Accurate Cargo Invoices
- Demurrage and Excess Boil-Off Claims Between Buyer and Seller — Settling Port and Transit Losses
- Contract-Year Reconciliation Statements — Closing Quantity Balances With Counterparties

Day 5: Practising the Contract Year Delivery Tracker

- Delivery Schedule Negotiation Exercise — Applying Slot Allocation Rules
- Shortfall and Diversion Scenario Runs — Applying Flexibility and Remedy Clauses
- Cargo Invoice Build From Measurement Data — Applying Energy Conversion Steps
- Counterparty Dispute Simulation — Applying Notice and Claims Procedures
- Contract Year Delivery Tracker — Completing the Desk Monitoring Record

Applying Liquefied Natural Gas Commercial Operations After the Course

- Rebuild the current contract-year balance for one supply contract and compare it with the counterparty's figures.
- Test the next ninety-day schedule against tolerance, window and diversion clauses and flag slots at risk.

Liquefied Natural Gas Commercial Operations Questions FAQ

What is Liquefied Natural Gas Commercial Operations training and why does it matter now?

Liquefied Natural Gas Commercial Operations training covers the scheduling, nomination, flexibility and invoicing work that turns supply contracts into delivered cargoes. It matters now because more flexible contracts and diversions make desk errors costly.

Which roles gain most from Liquefied Natural Gas Commercial Operations training?

Scheduling, nominations, contract administration, invoicing and portfolio staff gain most from Liquefied Natural Gas Commercial Operations training, as each handles part of a cargo's contract path.

How does Liquefied Natural Gas Commercial Operations training differ from a gas contract negotiation course?

Liquefied Natural Gas Commercial Operations training focuses on running signed contracts day to day rather than negotiating new ones. A negotiation course shapes the deal instead.

What do you bring back from Liquefied Natural Gas Commercial Operations training?

You bring back a Contract Year Delivery Tracker for your own contracts. It shows slots, nominations, flexibility used, shortfall exposure and open invoices for each contract year.

Liquefied Natural Gas Commercial Operations: The Way Forward

The Contract Year Delivery Tracker first informs the next delivery schedule round, showing where tolerance and slots remain. Scheduling and settlement staff use it together to brief commercial leads and counterparties. After its first contract-year close, revisit how it records diversions and swaps, as portfolio trading keeps adding new cargo paths.