



Sales Purchase Agreement SPA & Gas Supply Agreement GSA Management

28 February – 4 March 2027
Istanbul (Turkey)



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Introduction

This Sales Purchase Agreement SPA & Gas Supply Agreement GSA Management course provides a comprehensive understanding of the field frameworks used in global energy and commercial transactions. It explains how structured contracts support secure trade in oil, gas, and commodities markets. Participants will explore how contractual terms govern pricing, delivery, risk, and performance obligations. The program highlights the legal and commercial foundations behind energy procurement agreements. It focuses on the practical interpretation of contract clauses used in SPA contract management and gas supply operations. Learners will understand how to analyze, manage, and optimize complex commercial agreements in energy trading environments.

Targeted Groups

This Sales Purchase Agreement SPA & Gas Supply Agreement GSA Management training targets professionals seeking knowledge and skills:

- Contract managers in the energy and oil and gas sectors.
- Procurement and supply chain professionals handling gas procurement agreements.
- Legal advisors working on commercial contract drafting.
- Commercial analysts in energy trading contracts.
- Project managers in infrastructure and utilities.
- Business development executives in LNG and gas markets.
- Compliance officers manage contract lifecycle management.

Course Objectives

Participants will achieve the following objectives by completing the Sales Purchase Agreement SPA & Gas Supply Agreement GSA Management course:

- Understand the structure of SPA and GSA agreements and their commercial purpose in energy trading contracts.
- Analyze key contractual clauses, including pricing, delivery terms, and risk allocation mechanisms.
- Develop skills in drafting and reviewing gas supply agreements and SPA contract management documents.
- Evaluate negotiation strategies used in energy procurement agreements and long-term supply deals.
- Apply risk management principles to reduce exposure in gas supply agreement frameworks.
- Interpret legal and regulatory requirements affecting SPAs in the oil and gas industries.
- Strengthen decision-making across the contract lifecycle for commercial operations.

Targeted Competencies

Participants will gain the following competencies during the Sales Purchase Agreement SPA & Gas Supply Agreement GSA Management program:

- Ability to interpret SPA contract structures and gas supply frameworks clearly and effectively.
- Competence in drafting and reviewing commercial contract drafting documents for energy markets.
- Skills in evaluating pricing models and delivery obligations in gas procurement agreements.
- Capability to manage negotiation processes in energy trading contracts and supplier agreements.
- Understanding of risk identification and mitigation in long-term supply contracts.
- Proficiency in monitoring contract lifecycle management from initiation to execution.

Studying Scenarios

In this Sales Purchase Agreement SPA & Gas Supply Agreement GSA Management training, participants develop skills through the following scenarios:

- Analyzing real SPA contracts to identify pricing risks and delivery obligations.
- Reviewing GSA negotiation cases between suppliers and industrial buyers.
- Evaluating dispute resolution scenarios in gas procurement agreements.
- Simulating contract drafting for LNG and energy trading contracts.
- Assessing compliance issues in SPAs in oil and gas operations.

Course Content

Unit 1: Foundations of SPA & GSA Agreements

- Introduction to Sales Purchase Agreement SPA Structures in Global Trade.
- Overview of Gas Supply Agreement GSA fundamentals and scope.
- Understanding energy trading contracts and commercial frameworks.
- Key terminology in gas procurement agreements and SPAs.
- Role of contract lifecycle management in energy transactions.
- Distinction between short-term and long-term supply agreements.
- Overview of stakeholders in SPA and GSA ecosystems.

Unit 2: SPA Contract Structuring and Commercial Terms

- Core components of SPA contract management frameworks.
- Pricing mechanisms in Sales Purchase Agreement SPA contracts.
- Delivery terms and shipment obligations in energy agreements.
- Payment structures and financial clauses in commercial contract drafting.
- Risk allocation models in SPAs in the oil and gas industries.
- Quality and specification standards in commodity agreements.
- Force majeure and liability clauses in SPA agreements.

Unit 3: Gas Supply Agreement GSA Management

- Structure of Gas Supply Agreement GSA documents.
- Contractual obligations in gas procurement agreements.
- Volume commitment and flexibility clauses in GSA contracts.
- Pricing indexation models in gas supply agreement frameworks.
- Transportation and delivery logistics in energy trading contracts.
- Operational coordination between suppliers and buyers.
- Monitoring performance in long-term gas supply contracts.

Unit 4: Negotiation, Risk, and Compliance in Energy Contracts

- Negotiation techniques for SPA and GSA agreements.
- Commercial contract drafting strategies for better outcomes.
- Risk assessment in energy trading contracts and supply chains.
- Legal compliance requirements in SPAs in the oil and gas sectors.
- Managing counterparty risk in gas procurement agreements.
- Regulatory alignment in international energy contracts.
- Dispute prevention strategies in contract lifecycle management.

Unit 5: Contract Lifecycle Management and Performance Optimization

- Stages of contract lifecycle management in SPA and GSA.
- Contract execution monitoring in gas supply agreements.
- Performance evaluation in energy trading contracts.
- Amendment and renegotiation of SPA contract terms.
- Digital tools for managing commercial contract drafting processes.
- Audit and compliance tracking in long-term supply agreements.
- Continuous improvement in gas procurement agreement performance.

Final Insights & Key Takeaways

Mastering Sales Purchase Agreement SPA & Gas Supply Agreement GSA Management strengthens control over complex energy contracts and commercial risks. It ensures structured, compliant, and performance-driven outcomes across global gas and energy trading operations.