MERCURY

Purchasing Energy Between Countries

6 – 10 December 2026
Istanbul (Turkey)



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Istanbul - Türkiye: +90 539 599 1206
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Purchasing Energy Between Countries

Ref: 15577_1083115 **Date:** 6 – 10 December 2026 **Location:** Istanbul (Turkey) **Fees:** 4900 Euro

Introduction:

In the Energy Purchasing and Trade Strategies Between Countries training, participants will delve into the intricate dynamics of international energy trade. It will cover the critical aspects of energy procurement, including the economic, political, and environmental factors that influence cross-border energy transactions. Attendees will gain a deep understanding of the global energy market, exploring the roles of various stakeholders, from governments and multinational corporations to regulatory bodies and energy producers.

The Energy Purchasing and Trade Strategies Between Countries training will provide insights into the complexities of negotiating energy contracts, understanding market trends, and managing risks associated with energy procurement globally. Participants will have the knowledge and skills to navigate the challenges and opportunities in the international energy market and ensure efficient and sustainable energy purchasing strategies.

In this Energy Purchasing and Trade Strategies Between Countries course, participants will explore the multifaceted nature of purchasing energy between countries. They will focus on an energy purchasing strategy encompassing economic, political, and environmental factors. Attendees will learn to develop efficient energy supply purchasing solutions and consider the benefits of trading between countries.

Targeted Groups:

- Government Officials and Policymakers.
- Energy Sector Executives and Managers.
- International Trade and Commerce Professionals.
- Legal and Regulatory Advisors.
- Environmental and Sustainability Consultants.
- Financial Analysts and Investment Professionals.
- Supply Chain and Logistics Managers.
- Energy Procurement Specialists.
- Academic Researchers and Students in Energy Studies.
- Non-Governmental Organizations NGOs and Advocacy Groups.

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Course Objectives:

At the end of this Energy Purchasing and Trade Strategies Between Countries course, the participants will be able to:

- Understand the legal frameworks governing international energy trade.
- Learn to navigate complex regulations and compliance requirements.
- Develop skills in drafting and negotiating cross-border energy contracts.
- Gain knowledge of dispute resolution mechanisms for energy disputes.
- Explore the impact of geopolitical factors on energy purchasing decisions.
- Enhance understanding of environmental and sustainability considerations in energy procurement.
- Acquire strategies for managing risks associated with international energy transactions.
- Stay updated on emerging legal trends and developments in the global energy market.
- Familiarize with the legal structures of international energy organizations.
- Identify critical legal challenges and opportunities in cross-border energy transactions.
- Analyze case studies to understand real-world applications of energy trade law.
- Develop proficiency in interpreting and applying international trade agreements.
- Enhance awareness of cultural nuances influencing legal negotiations in energy procurement.
- Explore the role of technology in shaping legal frameworks for energy trade.
- Understand the implications of intellectual property rights in energy innovations and technologies.
- Gain insights into the role of alternative dispute resolution mechanisms in resolving energy disputes.
- Develop strategies for compliance with anti-corruption laws and ethical standards in energy procurement.
- Explore the legal implications of energy transition and renewable energy adoption on international trade agreements.
- Learn about the role of international arbitration institutions in resolving cross-border energy disputes.

Targeted Competencies:

By the end of this Energy Purchasing and Trade Strategies Between Countries training, the target competencies will:

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- International Trade Law and Regulations Understanding.
- Cross-Border Energy Contract Drafting and Negotiation Proficiency.
- Jurisdictional Issues and Choice of Law Knowledge.
- Cross-Border Energy Transaction Risk Assessment and Management Competence.
- Environmental and Regulatory Compliance Familiarity.
- Geopolitical Complexity Navigation in Energy Trade.
- International Energy Dispute Resolution Skill.
- Awareness of Emerging Legal Trends in the Global Energy Market.

Course Content:

Unit 1: International Energy Trade Regulations:

- Overview of international energy trade agreements and organizations.
- Examination of tariff and non-tariff barriers in energy trade.
- Understanding the role of WTO in regulating energy trade disputes.
- Analysis of bilateral and multilateral energy agreements.
- Impact of trade sanctions and embargoes on energy transactions.

Unit 2: Legal Frameworks for Energy Contracts:

- Types of energy contracts: long-term, spot, futures, etc.
- Critical components of energy contracts: pricing, quantity, quality, and delivery terms.
- Jurisdictional issues and choice of law clauses in energy contracts.
- Dispute resolution mechanisms: arbitration, mediation, litigation.
- Contractual obligations and liabilities in cross-border energy transactions.

Unit 3: Environmental and Regulatory Considerations:

- Compliance with international environmental standards and treaties.
- Regulatory frameworks for energy production and transportation.
- Impact assessments for cross-border energy projects.
- Renewable energy incentives and regulations.
- Carbon pricing mechanisms and emissions trading schemes.

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Unit 4: Risk Management Strategies:

- Identification and assessment of political and regulatory risks.
- Market risks: price volatility, supply disruptions, demand fluctuations.
- Financial risks: currency exchange rates, credit risk, project financing.
- Hedging strategies for mitigating price risks in energy procurement.
- Insurance and contingency planning for unforeseen events.

Unit 5: Emerging Trends and Future Outlook:

- Technological innovations in energy production and distribution.
- Shifts in global energy consumption patterns and demand drivers.
- Opportunities and challenges in renewable energy adoption.
- Geopolitical trends are shaping the future of energy trade.
- Strategies for sustainable and resilient energy procurement in a changing world.