Association of International Energy Negotiators

AIEN Seminar at NAPE

Tuesday, February 17, 2026

Speakers:

Harry W. Sullivan, Jr., Assistant General Counsel, Kosmos Energy & Executive Professor, Texas A&M School of Law

Agenda:

8:30 am - 9:00 am	Registration
9:00 a.m. - 10:30 a.m.	**Session 1: New Energy Pivoting in the Era of Lower Government Funding** Changing priorities in the United States has resulted in uncertainty for new energy projects. This has forced many companies to pivot or consider pivoting. Join the speakers for an update on new energy efforts and projects. **1.5 CLE hours applied for**
10:30 a.m. - 10:40 a.m.	Coffee Break
10:40 a.m. - 12:15 p.m.	**Session 2: The Age of LNG: Will Demand keep up or are we headed for a Supply Bubble** LNG is in its golden age. The International Gas Union (IGU) reports that LNG projects in development in mid-2025 would triple the world's export capacity and increase import capacity by two-thirds, and there are still many more export and import projects being proposed. In an industry familiar with boom-and-bust cycles, where is LNG headed. Join the speakers for an update on where LNG is now and where it is expected to go in the future. **1.5 CLE hours applied for**
12:15 p.m. - 1:45 p.m.	Lunch (on your own)

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1:45 p.m. - 3:15 p.m. **Session 3: Re-examining Preferential Purchase Rights and Its Relatives in JOAs**

Transfer restrictions are commonplace in the petroleum and energy industries. Preferential purchase rights, including rights of first refusal (ROFR), rights of first offer (ROFO) and change of control provisions (CoC) are optional provisions in the AIEN JOA. These provisions have sometimes become the subject of litigation or arbitration. This discussion will reexamine these provisions and the pros and cons for their use.
1.5 CLE hours applied for

3:15 p.m. - 3:30 p.m. Coffee Break

3:30 p.m. - 5:00 p.m. **Session 4: CCUS – Culture's Impact on International Negotiations: Including How to Deal with Americans in Negotiations**

When negotiators in the energy industry from different cultures negotiate, they often feel uncertain about how to act and are confused by one another's statements and behavior. Cultural differences are often a challenging issue in international negotiations. Americans have their own cultural negotiation traits. The speakers will discuss ways to succeed in cross-cultural negotiations.
1.5 CLE hours applied for

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