



Association of International
Energy Negotiators

July 14 - 16, 2026

AIEN Gas Course

From Contract to Cargo/Pipeline

InterContinental Hotel
Buenos Aires, Argentina



www.aien.org



COURSE PROGRAM

Tuesday, July 14, 2026

Role of Natural Gas Value Chain to Support Gas Production and Use

Registration and Coffee

Welcome & Introductions

Safety briefing, AIEN and course content overview, review of instructors backgrounds and course expectations.

Importance of NG to meet Regional and Global Energy Demand

Review of primary global energy and recent changes in supply and demand resulting from pandemics, civil conflicts, and efforts to reduce GHG emissions that impact climate change.

Networking Break

The Natural Gas Value Chain I

Discussion of operational and commercial requirements and associated risk management strategies necessary for the development and use of natural gas from production to ultimate use.

Networking Luncheon

Restaurant Mediterráneo

The Natural Gas Value Chain II: Gas Processing

Explanation and discussion of the important value adding activities of natural gas treatment and processing including key commercial factors and alternatives to manage industry risks.

Fundamentals of Natural Gas Processing Agreements

Explore key elements of GPA and compensation alternatives to manage Natural Gas Liquids (NGL) price and market risks.

Networking Break

Class Exercise - What would you do?

This session will explain the structure and participation of public and private sector institutions in the establishment and operation of the natural gas value chain within the local economy.

Natural Gas Exercise - What Would You Do?

Open discussion of real-life issues facing natural gas development and use – Natural Gas Process Compensation Structure Case.

Welcome Reception

Terrazas del Virrey

Wednesday, July 15, 2026

Legal and Commercial Aspects of Natural Gas Development and Use

Registration and Coffee

Day 1 Recap and Questions

Natural Gas Issues in Granting Instruments & Joint Operating Agreements

This will discuss operational and commercial differences between natural gas and crude oil upstream developments, and the special considerations under different upstream contractual regimes. Examination of natural gas joint marketing arrangements.

Natural Gas Pipeline Sales Agreements I

This session will review the key clauses in natural gas sales contracts, including references to provisions of the AIEN Model Form Natural Gas Purchase and Sale Agreements.

Networking Break

Natural Gas Sales Agreements II

Continued discussion of natural gas sales contracts and special issues concerning Cross-Border Sales.

Networking Luncheon

Restaurant Mediterráneo

Natural Gas Pricing Theory

The session seeks to establish reasonable expectations of natural gas prices based on regional and global market conditions. Contains review of variations of pricing models and discussion of unintended consequences of non-market related price policies.

Natural Gas Transportation & Gas Balancing Agreements

This session will examine the typical provisions found in a pipeline gas transportation agreement and options for natural gas balancing requirements.

Networking Break

Class Exercise: Natural Gas Balancing Challenge

Handout of Day 3 Negotiation Exercise & Team Formation



COURSE PROGRAM

Thursday, July 16, 2026

LNG Fundamentals & Class Negotiation Exercise

Registration and Coffee

Day 2 Recap and Questions

LNG Fundamentals I: Industry Overview

This session will include a summary of the LNG industry including growth of trade, status of new import/export facilities and a forecast for industry growth as impacted by environmental policies and global conflicts. Includes discussion of strategic options for regional imports/exports.

LNG Fundamentals II: Project Development Critical Success Factors

Review of project structure alternatives, development critical success factors, commercial agreement requirements and challenges faced by current and potential new projects. This section will also refer to the US import to export conversion experience.

Networking Break

LNG Fundamentals III: Sale & Purchase Agreements

This session will provide a BRIEF overview of key provisions found in typical LNG sales contracts with reference to the AIEN Model Form LNG Sales and Purchase Agreement and the AIEN Master LNG Sales Agreement.

Introduction to Natural Gas Negotiation Exercise

Team organization and identification of negotiation objectives.

Networking Luncheon

Restaurant Mediterráneo

Natural Gas Negotiation Exercise

Teams representing BUYER and SELLER seek agreement on a term sheet for the sale of gas for industrial use..

Negotiations Exercise Debriefing

Networking Break

Course Summary & Evaluation

Course Adjournment

Course Faculty

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

Harry Sullivan is an International Energy Attorney based in Dallas, Texas, where he is an Executive Professor at Texas A&M School of Law and an Adjunct Professor at SMU's Dedman School of Law. He also is an Assistant General Counsel for Kosmos Energy in their West Africa exploration activities. His previous experience includes fourteen years as Senior Counsel-International in the International E&P Legal Group of ConocoPhillips, Of Counsel with Thompson & Knight LLP, fifteen years as Chief Counsel-International and Senior Counsel for Atlantic Richfield Company and five years as Senior Counsel for Sun Oil Company. Mr. Sullivan has a J.D. degree from Louisiana State University School of Law and an LL.M. degree from Southern Methodist University's Dedman School of Law. He is licensed to practice law in the states of Louisiana and Texas and before the Supreme Court of the United States, and he is Board Certified in Oil, Gas and Mineral Law in Texas. He is also admitted as a Solicitor in England and Wales. His practice and experience focus on the upstream and midstream oil and gas industry, both in the U.S.A. and internationally.

Robert M. Lesnick, Senior Petroleum Advisor, The World Bank (retired)

Robert M. Lesnick is an Executive Advisor to the highest levels of governments and businesses seeking to develop policy and projects in the energy sector. Mr. Lesnick fashioned a successful 30-year career in the private sector before leading the World Bank's Petroleum Advisory Services Practice until 2013. He has extensive experience in energy-related businesses, including petroleum commodity trading, natural gas pipeline and Liquefied Natural Gas (LNG) project development, and gas processing operations management. Robert has over 25 years of international experience as a country manager and lead negotiator for the development of energy infrastructure projects and has conducted business in more than 100 international locations in 87 countries on 6 continents.

