Gas Commercial Strategy and LNG Value Chains

GExperts Learning Academy | PC-X23 | PC | 12-18 weeks

Course overview

12-18 weeks PC programme focused on Gas Commercial Strategy and LNG Value Chains, using energy-sector cases and applied decisions.

Designed for: Experienced professionals

Learning outcomes

- Explain core principles and terminology for Gas Commercial Strategy and LNG Value Chains.
- Interpret an applied case using evidence and stated assumptions.
- Identify risks, safeguards, role boundaries and escalation points.
- Prepare a clear recommendation for a multidisciplinary audience.

Course guide

Work through each module objective, lesson and teaching note, complete the applied activity and assessment, then use the separate Academy practice page for practice questions and answer feedback.

Separate practice questions:
https://www.globalexpertsconsultoria.com/training/academy/courses/questions/?course=PC-X23

Academic and certification status

Draft learning resource for study and review. It does not confer accreditation, external certification, a regulated qualification, professional licence, safety-critical competence or site authorisation. Confirm approvals, current laws, standards, approved procedures and awarding-body requirements before delivery.

Module 1: Atmospheric testing principles

Learning objectives

- Explain atmospheric testing principles, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Atmospheric testing principles
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Gas Commercial Strategy and LNG Value Chains

Detailed teaching notes

Teaching notes

Core explanation. Atmospheric testing considers oxygen, flammable and toxic hazards with instruments suitable for the task. Calibration, functional checks, sampling location, response time and sensor limitations affect validity. A reading is evidence at a place and time, not a permanent guarantee.

Decision logic. Use manufacturer-approved training and site procedures for actual instrument operation and acceptance limits. Teach why an unsuitable or failed sensor makes a reading unreliable. Do not prescribe entry thresholds or authorise testing competence through online questions alone.

Worked example. A detector displays zero but its required functional check failed. Zero cannot be trusted as proof of safe atmosphere.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Evaluate fictional detector records and decide whether evidence is fit for use.

Model answer guide. Reject unreliable evidence, withdraw the instrument according to procedure and escalate for approved replacement or review.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Evaluate fictional detector records and decide whether evidence is fit for use.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 2: Gas Commercial Strategy and LNG Value Chains: Risk Controls

Learning objectives

- Explain gas commercial strategy and lng value chains: risk controls, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Gas Commercial Strategy and LNG Value Chains: Risk Controls
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Gas Commercial Strategy and LNG Value Chains

Detailed teaching notes

Teaching notes

Core explanation. Gas Commercial Strategy and LNG Value Chains: Risk Controls describes a practical part of Gas Commercial Strategy and LNG Value Chains. Learners connect the principles to asset performance, people, operational risk, project value and local context.

Decision logic. Review the objective, evidence, limits, interfaces and applicable controls for gas commercial strategy and lng value chains: risk controls. Decisions require current information, role-appropriate authority, competent review and documented assumptions.

Worked example. Use an applied Namibia-relevant case in which a team plans gas commercial strategy and lng value chains: risk controls while balancing safety, integrity, schedule, cost, environmental protection and local capability.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Prepare a decision brief for gas commercial strategy and lng value chains: risk controls: scope, evidence, assumptions, hazards, safeguards, owner, decision gate and escalation trigger.

Model answer guide. A sound response defines scope; uses current, traceable evidence; applies approved requirements and controls; records assumptions; assigns competent owners; checks interfaces; and communicates a measurable decision with an escalation path.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Prepare a decision brief for gas commercial strategy and lng value chains: risk controls: scope, evidence, assumptions, hazards, safeguards, owner, decision gate and escalation trigger.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 3: Offtaker qualification and crude sales

Learning objectives

- Explain offtaker qualification and crude sales, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Offtaker qualification and crude sales
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Gas Commercial Strategy and LNG Value Chains

Detailed teaching notes

Teaching notes

Core explanation. Offtake evaluation combines buyer identity, ownership, trading capacity, credit, compliance, logistics and contract performance. Explain nomination, measurement, quality adjustment, payment security and delivery terms. Evidence should be verified through authorised sources.

Decision logic. Score technical and commercial capability separately from mandatory compliance requirements. Consider payment timing, security enforceability and concentration risk. A letter of interest is not a binding purchase obligation. Legal and credit specialists approve actual counterparties and terms.

Worked example. An unknown buyer offers the highest price but cannot substantiate credit support or receiving capacity.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Prepare a due-diligence checklist and conditional recommendation for three fictional buyers.

Model answer guide. Reject price-only ranking and document unresolved credit and delivery risks.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Prepare a due-diligence checklist and conditional recommendation for three fictional buyers.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 4: Global petroleum markets and price formation

Learning objectives

- Explain global petroleum markets and price formation, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Global petroleum markets and price formation
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Gas Commercial Strategy and LNG Value Chains

Detailed teaching notes

Teaching notes

Core explanation. Crude markets connect producers, traders, refiners and transport providers. Prices often reference benchmarks adjusted for quality, location and contract terms. OPEC is a producers' organisation, not a buyer qualification or an assurance of payment.

Decision logic. Separate physical delivery, price exposure and credit exposure. A high headline price can be offset by freight, quality discounts, finance or default risk. No company is labelled reliable without current due diligence and an approved transaction basis.

Worked example. Offer A is USD 75/barrel with USD 5 freight; offer B is USD 73 with USD 1 freight, before other terms.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Compare simplified netbacks and identify non-price checks.

Model answer guide. A gives 70 and B gives 72 USD/barrel; check credit, delivery, sanctions and quality terms before selection.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Compare simplified netbacks and identify non-price checks.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 5: Contract strategy and risk allocation

Learning objectives

- Explain contract strategy and risk allocation, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Contract strategy and risk allocation
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Gas Commercial Strategy and LNG Value Chains

Detailed teaching notes

Teaching notes

Core explanation. Contracts define scope, deliverables, payment, acceptance, change and remedies. Lump sum, reimbursable and target-cost arrangements allocate uncertainty differently. Begin with scope maturity and market capability rather than choosing a familiar contract label.

Decision logic. Risk should be allocated to parties able to manage it, with realistic pricing and assurance. Unclear interfaces create disputes despite detailed clauses. Actual indemnity, liability, insurance and governing-law terms require qualified legal and commercial review.

Worked example. A supplier prices an undefined offshore interface as an exclusion; the owner's total risk remains unresolved.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Draft a scope and interface schedule for a fictional package.

Model answer guide. Include deliverables, acceptance evidence, owner interfaces, change control and exclusions.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Draft a scope and interface schedule for a fictional package.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 6: Crude oil quality and assay interpretation

Learning objectives

- Explain crude oil quality and assay interpretation, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Crude oil quality and assay interpretation
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Gas Commercial Strategy and LNG Value Chains

Detailed teaching notes

Teaching notes

Core explanation. Crude properties include density, sulfur, acidity, metals, salt, water and distillation behaviour. API gravity is a density scale, not a complete quality grade. Explain how crude assay and sampling representativeness affect refinery fit and valuation.

Decision logic. A light crude can still present processing or materials challenges. Compare whole-crude properties with fraction yields and contaminants. Distinguish a laboratory result, a contractual specification and a refinery's acceptable feed envelope.

Worked example. Two hypothetical crudes have similar API gravity but very different sulfur and metals contents.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Compare the two fictional assays and list additional data needed for refinery selection.

Model answer guide. Include contaminant management, fraction yields, blending and sampling quality; avoid ranking by API gravity alone.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Compare the two fictional assays and list additional data needed for refinery selection.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 7: Marine aviation and offshore logistics

Learning objectives

- Explain marine aviation and offshore logistics, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Marine aviation and offshore logistics
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Gas Commercial Strategy and LNG Value Chains

Detailed teaching notes

Teaching notes

Core explanation. Marine and aviation logistics move people and materials through different capacity, weather and regulatory constraints. Explain planning, manifests, interfaces and contingency arrangements. Passenger and cargo operations require appropriate specialist authorisation.

Decision logic. Evaluate reliability and total service needs, not only transport price. Emergency arrangements, dangerous goods and communications affect planning. Do not infer STCW, aviation or offshore survival certification from this course. Real limits and booking approvals remain with authorised operators.

Worked example. A fictional weather delay blocks a planned crew change and critical spare delivery.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Develop a contingency plan that protects personnel welfare and operating limits.

Model answer guide. Include accommodation, revised schedules, priority cargo, communications and approved alternatives.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Develop a contingency plan that protects personnel welfare and operating limits.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 8: Gas Commercial Strategy and LNG Value Chains: Communication

Learning objectives

- Explain gas commercial strategy and lng value chains: communication and escalation, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Gas Commercial Strategy and LNG Value Chains: Communication and Escalation
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Gas Commercial Strategy and LNG Value Chains

Detailed teaching notes

Teaching notes

Core explanation. Gas Commercial Strategy and LNG Value Chains: Communication and Escalation describes a practical part of Gas Commercial Strategy and LNG Value Chains. Learners connect the principles to asset performance, people, operational risk, project value and local context.

Decision logic. Review the objective, evidence, limits, interfaces and applicable controls for gas commercial strategy and lng value chains: communication and escalation. Decisions require current information, role-appropriate authority, competent review and documented assumptions.

Worked example. Use an applied Namibia-relevant case in which a team plans gas commercial strategy and lng value chains: communication and escalation while balancing safety, integrity, schedule, cost, environmental protection and local capability.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Prepare a decision brief for gas commercial strategy and lng value chains: communication and escalation: scope, evidence, assumptions, hazards, safeguards, owner, decision gate and escalation trigger.

Model answer guide. A sound response defines scope; uses current, traceable evidence; applies approved requirements and controls; records assumptions; assigns competent owners; checks interfaces; and communicates a measurable decision with an escalation path.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Prepare a decision brief for gas commercial strategy and lng value chains: communication and escalation: scope, evidence, assumptions, hazards, safeguards, owner, decision gate and escalation trigger.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 9: Risk assessment and uncertainty management

Learning objectives

- Explain risk assessment and uncertainty management, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Risk assessment and uncertainty management
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Gas Commercial Strategy and LNG Value Chains

Detailed teaching notes

Teaching notes

Core explanation. Define the activity and potential harm, identify hazards, evaluate existing controls, then decide further controls and ownership. A risk matrix supports prioritisation but does not prove a risk is tolerable. Include affected people and changing conditions.

Decision logic. Test whether controls are present and effective. Residual risk should be reassessed after control implementation, not merely after a promise. Escalate high-consequence uncertainty for competent review. Project risk also includes schedule, cost and opportunity effects.

Worked example. A permit lists a barrier that has not yet been installed. The claimed residual risk is premature.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Complete a risk register with cause, event, consequence, control, owner and verification.

Model answer guide. Keep hazard and consequence distinct and require evidence before taking control credit.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Complete a risk register with cause, event, consequence, control, owner and verification.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Module 10: Gas Commercial Strategy and LNG Value Chains: Competence Re

Learning objectives

- Explain gas commercial strategy and lng value chains: competence review, interpret a case, select appropriate controls and justify a documented decision.

Lessons

1. Purpose and key terms of Gas Commercial Strategy and LNG Value Chains: Competence Review
2. Systems and operating context
3. Evidence, assumptions and decision gates
4. Hazards, safeguards and escalation
5. Applied case: Gas Commercial Strategy and LNG Value Chains

Detailed teaching notes

Teaching notes

Core explanation. Gas Commercial Strategy and LNG Value Chains: Competence Review describes a practical part of Gas Commercial Strategy and LNG Value Chains. Learners connect the principles to asset performance, people, operational risk, project value and local context.

Decision logic. Review the objective, evidence, limits, interfaces and applicable controls for gas commercial strategy and lng value chains: competence review. Decisions require current information, role-appropriate authority, competent review and documented assumptions.

Worked example. Use an applied Namibia-relevant case in which a team plans gas commercial strategy and lng value chains: competence review while balancing safety, integrity, schedule, cost, environmental protection and local capability.

Facilitator prompts. Ask learners to distinguish verified facts from assumptions, identify who has decision authority, name stop-work triggers and state what evidence could change their recommendation. Compare technical, HSE, commercial and community perspectives.

Activity. Prepare a decision brief for gas commercial strategy and lng value chains: competence review: scope, evidence, assumptions, hazards, safeguards, owner, decision gate and escalation trigger.

Model answer guide. A sound response defines scope; uses current, traceable evidence; applies approved requirements and controls; records assumptions; assigns competent owners; checks interfaces; and communicates a measurable decision with an escalation path.

Assessment evidence. Score accuracy (30%), use of evidence (20%), safeguards (20%), analysis (20%) and communication (10%).

Applied activity

Prepare a decision brief for gas commercial strategy and lng value chains: competence review: scope, evidence, assumptions, hazards, safeguards, owner, decision gate and escalation trigger.

Assessment

Formative: 10-question practice quiz with answer feedback

Summative: Applied decision brief or practical case assessed against the rubric; proposed pass mark 70%, subject to academic approval.

Practice

Use the separate Academy practice questions and answer key page for this module.

Facilitator close-out and resources

Facilitator close-out

Record attendance, assessment evidence, learner support needs, incidents and improvement actions according to approved provider processes. Do not sign learners off for regulated or safety-critical work without the authorised assessment and certification route.

Resources and references

- Supplied GExperts/IUM reference materials; verify reuse rights and currentness.
- Current applicable Namibian legislation, standards and approved site procedures supplied by the provider.
- Case worksheet and instructor slides must be produced and reviewed before course release.