Energy Contracts Risk Allocation and Negotiation Course

5 – 9 July 2027
Addis Ababa

AGILE LEADERS
Training Center

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Ref: 949_224111 **Date:** 5 – 9 July 2027 **Location:** Addis Ababa **Fees:** 4500 Euro

Overview

Energy Contracts Risk Allocation and Negotiation Course is a 1-week course for energy commercial, contract, legal, procurement, project development, and finance professionals who leave with an Energy Contract Review and Negotiation Playbook. Participants analyze contract structures, pricing and payment mechanics, performance obligations, credit support, change, force majeure, remedies, and dispute pathways across supply, offtake, services, and infrastructure arrangements. The course converts fragmented clause review into traceable commercial decisions and back-to-back risk allocation. Agile Leaders Training Center delivers this course on energy contract risk allocation and negotiation.

Who Should Attend

- Teams responsible for energy contract strategy, commercial terms, and revenue arrangements.
- Functions responsible for drafting, reviewing, and administering contractual obligations.
- Groups responsible for procurement, supplier evaluation, and negotiated sourcing decisions.
- Project functions responsible for development agreements and contract interfaces.
- Finance teams responsible for bankability, payment security, and credit exposure.

The course assumes participants can review commercial agreements and assess contractual consequences at work, and leaves out introductory contract law and jurisdiction-specific legal advice.

Departments and Industries

The course supports contract decisions across energy projects and asset-intensive operations.

- Commercial, legal, and contract management
- Procurement and supply chain
- Project development and project finance
- Power generation, utilities, and renewable energy
- Oil, gas, infrastructure, and industrial services

Learning Objectives

By the end of this course, participants will be able to:

- Analyze energy contract structures and interface dependencies.
- Evaluate pricing, tariff, volume, and payment mechanisms.
- Build performance, credit, and change risk allocation matrices.
- Compare default, termination, remedy, and dispute pathways.
- Prioritize negotiation positions using evidence and risk appetite.
- Apply a structured energy contract review playbook.

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Course Agenda

Day 1: Contract Architecture

- Energy Contract Suite and Interface Map
- Supply, Offtake, Services, and Infrastructure Structure Comparison
- Buyer, Seller, and Offtaker Obligation Matrix
- Contract Hierarchy and Back-to-Back Clause Map
- Commercial Objective and Risk Appetite Brief

Day 2: Pricing and Payment

- Capacity and Output Charge Model
- Tariff Indexation and Adjustment Worksheet
- Volume, Dispatch, and Take-or-Pay Scenario Table
- Metering, Invoice, and Payment Control Map
- Credit Support and Security Package Checklist

Day 3: Performance and Interfaces

- Delivery Point and Quality Specification Matrix
- Performance Guarantee and Liquidated Damages Review Sheet
- Construction, Operation, Fuel, and Transmission Interface Register
- Availability, Outage, and Forecasting Obligation Map
- Change and Claims Notice Calendar

Day 4: Risk and Remedies

- Contractual Risk Allocation and Mitigation Matrix
- Change in Law and Force Majeure Decision Tree
- Default, Cure, Termination, and Remedy Table
- Liability, Indemnity, and Insurance Review Checklist
- Dispute Escalation and Resolution Path

Day 5: Negotiation Practice

- Suggested Exercise: Contract Suite and Interface Analysis
- Suggested Exercise: Pricing and Payment Scenario Review
- Suggested Exercise: Risk Allocation and Remedy Evaluation
- Suggested Exercise: Negotiation Position and Concession Plan
- Capstone Exercise: Energy Contract Review and Negotiation Playbook

Practical Exercises

The course uses suggested activities to integrate contract analysis, risk allocation, and negotiation decisions.

- Suggested activity: map obligations and interfaces across an energy contract suite.
- Suggested activity: test pricing, volume, and payment clauses against commercial scenarios.
- Suggested activity: compare risk allocation, credit support, and remedy alternatives.
- Suggested activity: prepare negotiation positions, concessions, and escalation points.

FAQs

Who suits energy contracts risk allocation and negotiation, and what does it assume?

Energy commercial, legal, procurement, project development, and finance professionals suit the course. It assumes participants can review commercial agreements and assess business consequences, while introductory contract law and jurisdiction-specific legal advice remain outside scope.

How does energy contract negotiation differ from general contract management?

Energy contract negotiation concentrates on pricing, volume, dispatch, performance, credit, project interfaces, change, force majeure, and bankability rather than routine administration of obligations after signature.

How should risks be allocated in energy contracts?

Energy contract risks should be assigned to the party best able to control, mitigate, price, or insure them, with aligned obligations, evidence requirements, relief mechanisms, security, and remedies.

Which commercial terms require close review in energy contracts?

Pricing formulas, tariff adjustments, volume commitments, delivery specifications, payment security, performance guarantees, change mechanisms, force majeure, termination rights, liability allocation, and dispute pathways require connected review.

What makes an energy contract bankable?

Bankability depends on predictable revenue, creditworthy obligations, workable security, balanced risk allocation, enforceable remedies, coordinated project interfaces, and terms that support financing assumptions.

Conclusion

Participants take back an Energy Contract Review and Negotiation Playbook linking contract architecture, commercial mechanics, interface obligations, risk allocation, remedies, and negotiation positions. The playbook improves consistency between legal, commercial, project, procurement, and finance decisions. It replaces isolated clause comments with a traceable review and negotiation path.