

# VIRTUAL COURSE

## LNG/Natural Gas and Net-Zero Carbon

*Online course led by:*

New York University, Center for Global Affairs and  
Poten & Partners, the leaders in LNG & Natural Gas

April 18-20, 2022  
8:30 to 12PM EST  
13:30 to 17:00 GMT



POTEN & PARTNERS



NYU

SCHOOL OF  
PROFESSIONAL STUDIES

**Center for Global Affairs**

# ABOUT THE COURSE

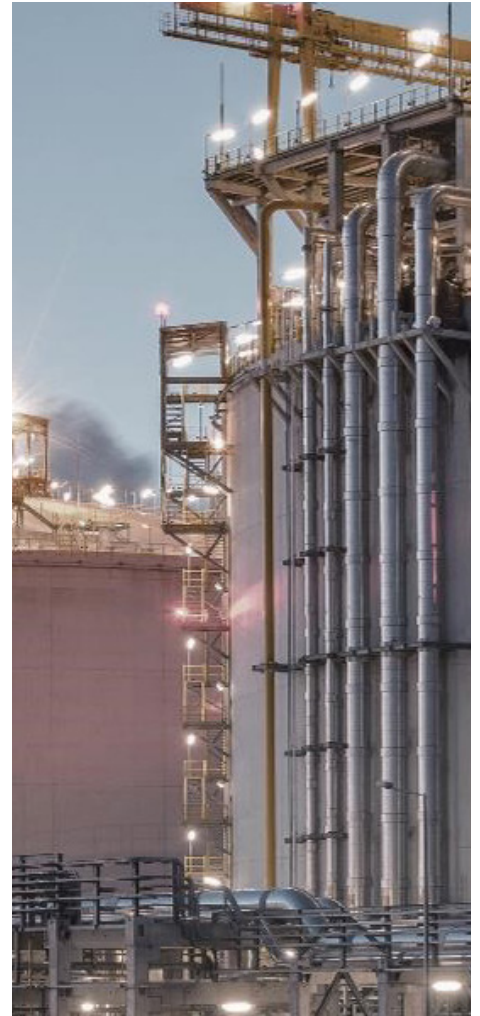
New York University, School of Professional Studies, Center for Global Affairs and Poten & Partners are pleased to partner once again for an [online virtual training course](#).

Today's LNG and natural gas landscape faces a host of new challenges, risks and opportunities. COVID-19, oil price volatility and most recently, the Russian invasion of Ukraine have demonstrated the vulnerability of global energy trade. Increasingly, LNG is playing a key role as a source of reliable natural gas supply, as the world transitions to clean fuels.

Get up to speed on the entire industry value chain and gain the commercial skills to navigate these uncertain times. Our course helps you to capitalize on opportunities with a view to the future and gives you a competitive advantage, providing unparalleled access to Poten's global team of advisors - with a total of over 1,000 years of industry experience and NYU's world-renowned professors. Our course helps you understand all aspects of the energy business - accessible from anywhere in the world. This course will provide you with a look forward to net-zero goals, renewables, LNG and natural gas and best practices.

NYU and Poten Advisors have hand-crafted this essential training course to give participants a sound foundation of knowledge while also providing the tool kit necessary to understand the unique market realities in a post-Covid world.

Each topic is covered in depth and courses are taught by industry-leading experts and professors.



## WHY THIS COURSE

### We have unmatched experience.

Poten has the world's largest and most experienced, dedicated LNG natural gas advisory team in the world. The unique partnership with NYU allows us to cover each aspect of the LNG industry through the lens of the future geopolitical landscape as it relates to the energy industry as a whole. NYU specializes in the impact of clean energy going forward. Looking at the important changes in the value chain that will affect the global scale.





# WHAT YOU WILL GAIN FROM THIS COURSE

Our training course provides a strong foundation to help you understand this dynamic industry. Participants will learn the essentials as we walk through the value chain in detail, discover how global supply and demand interact and are likely to evolve, discuss different contract structures and economics of LNG. NYU's highly skilled professionals will take a look into the future—with expertise on new initiatives and their global reach. This approach to learning promotes team work and mutual sharing of knowledge - useful skills to bring along to your educational and professional careers. All courses are taught so that participants can take the lessons learned and apply them immediately, giving you a competitive edge in your workplace, or job search.

When it comes to industry training, there is simply no substitute for experience. Course leaders are drawn from the world's largest, dedicated global team of LNG & natural gas advisors - each with practical commercial, technical, marine and markets experience. We are proud to partner with NYU who, for years, have been at the forefront of exploring the international relations, regulations and policies affecting the industry.

The course outline below has been prepared by leading advisors and professors. Participants are also able to interact with course leaders through daily Q&A sessions.

## **Introduction to the Global Energy Mix**

A look at the global energy mix and the way forward. Covering the basics of the world and potential changes.

## **Global gas and LNG markets**

Competitive position of natural gas in power generation, interaction between natural gas and renewables (wind and solar), global natural gas and LNG demand, supply and pricing dynamics, impact of recent events and role of LNG as a source of security of supply in volatile world.

## **Renewables, Carbon Neutral, Energy Transition, ESG, Net Zero**

A look into the push for cleaner energy. The impact on world wide business and potential goals being met.

## **LNG value chain**

Discussion of representative Capital Expenditures and critical success factors along the value chain, including liquefaction, shipping and regasification (both conventional on-shore and FSRU).

## **Natural Gas and Power Market (Emissions and regulations)**

Position of natural gas in power generation, interaction between natural gas and renewables (wind and solar),

## **Geopolitical Risk, Business and Commercial Environment**

Discussions of competition, market forces, the dynamics of trade, industry structure evolution, geopolitical environment, political risk related to energy projects.

## **Thoughts on the future**

Poten and NYU will form a panel to discuss the course as a whole and the look forward.

### **START LEARNING TODAY!**

Visit us on the web or click below to register

<https://www.poten.com/poten-nyu-training-course/>

**CLICK HERE TO REGISTER**

# ABOUT OUR INSTRUCTORS

Poten is recognized as the **leader in providing advisory services** in support of activities in the LNG and natural gas sector. Our **hands-on commercial experience** and direct knowledge of the market enable us to offer uniquely relevant insight. Each topic is covered in depth and courses are taught by experts, many of whom are actively advising on the design of LNG plants and development of LNG projects, marketing and shipping of LNG. NYU's world class professors will provide you with net-zero and geopolitical expertise that will give you a competitive edge in knowledge going forward.



Doug Brown  
LNG Shipping Manager

Doug is an LNG Shipping Specialist with Poten, having previously spent over 40 years working for BP in shipping, both as a serving ship's officer up to the rank of Master and as marine advisor.



Majed Limam  
Manager, Americas

Majed is the Manager of Poten's LNG & Natural Gas Advisors team in the Americas and has over 18 years of experience in the gas/LNG sector specializing in value chain economics, global market drivers and project development strategies.



Mike Reimers  
Senior Advisor

Mike is a Senior Gas and LNG Advisor for Poten, assisting in the development, negotiation and implementation of gas and LNG transactions, particularly gas & LNG supply.



Carolyn Kissane  
Professor, NYU

Dr. Carolyn Kissane serves as the Academic Director of the graduate program in Global Affairs and is a Clinical Associate Professor teaching graduate level courses examining the geopolitics of energy, comparative energy politics, energy, environment and resource security, a regional course focusing on Central Asia.

## World-Class Training from the Most Experienced Industry Experts

948

LNG and Natural Gas  
Advisory Projects  
Completed

63

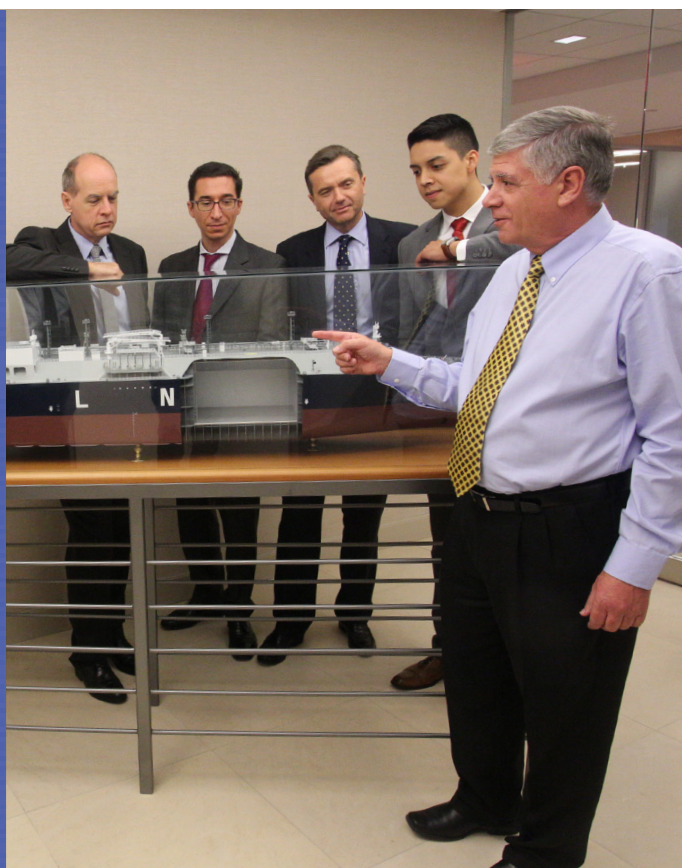
Countries and  
Territories Served

44

Full-time professionals  
across Poten's  
global offices -  
the largest LNG and  
natural gas advisory  
team in the world

1,029

Total years of LNG and  
natural gas expertise  
- Learn from the most  
experienced LNG and  
natural gas advisory  
team



# TAKE THE NEXT STEP

There's never been a better time to reflect and improve upon your individual skillset. Our remote course is designed for persons looking to quickly get up to speed with the LNG and natural gas industry and provides a tool kit to bring back to your organization - allowing you to apply knowledge, techniques and skills to the workplace immediately.

Learn from the leaders in LNG and natural gas and gain unprecedented access to most seasoned industry professionals in exclusive, interactive learning sessions - complete with live question and answer and chat functionality.

Upon completion of the course, participants not only come away with a solid understanding of the industry, but also will have experience working in teams, building their commercial and presentation skills via our interactive negotiation exercise that drives home how concepts play out in the real world.

## WHAT COURSE PARTICIPANTS HAVE SAID:

Our training courses aim to inspire, inform and develop course participants - helping organizations achieve excellence in the LNG and natural gas space efficiently and cost-effectively.

*"I have learned a lot of LNG concepts and have had a new experience regarding the LNG negotiations."*

-Government Official

*"Our board was very pleased with the great organization."*

-LNG Import and Commercial Agent

*"The real-life expertise of the Poten instructors was extremely valuable to us, both from the technical, commercial and market aspects."*

-Manager, International Energy Company

## ABOUT POTEN LNG ADVISORS

From the industry's earliest days, Poten & Partners has been the premier service provider to the global LNG and natural gas business.

Poten provides a full spectrum of services across the entire value chain and due to our interdisciplinary expertise we are able to deliver complete industry solutions to our clients.

Over the past decade we have extended our advisory services to include in-person training seminars - which have already helped several multi-billion dollar companies establish themselves in the LNG and natural gas markets of North America, Asia Pacific and beyond.

Our new remote-learning contains the same level and depth of knowledge, but has been reformatted to operate seamlessly in a highly interactive and engaging virtual-learning environment.

Upon completion, participants are presented with a certificate and unlimited access to training materials to review and keep as their careers progress.

## ABOUT NYU SPS, Center for Global Affairs

A vibrant, international educational community, located in the heart of New York City—home to the United Nations—the NYU SPS Center for Global Affairs (CGA) plays an invaluable role in enlightening and inspiring those who truly wish to make a difference. Our graduate degree programs, continuing education offerings, public events, and global initiatives provide the NYU thought leadership that sets us apart and affords the deep knowledge and global insight to navigate in a complex and changing world.

Center for Global Affairs graduate degree programs provide a New York City advantage combined with comprehensive global insight. Our degrees afford unsurpassed opportunity to gain a broad-based view of international affairs and global policies that is complemented by highly sought-after areas of specialization. Our deep connections to the United Nations and the diplomatic community provide the critical connections required for a career in the global arena in addition to a broad array of internship opportunities.



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Visit us on the web at  
[lngadvisors.poten.com](http://lngadvisors.poten.com)

For additional information or to sign  
up for this course, please contact:

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