



Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

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COURSE BROCHURE

Energy Contracts and Commercial Management

Custom Courses / Energy, Oil and Gas

Unit Standard AATICD-0521 · NQF Level 5 · 4 Credits · 2 Days

COURSE OVERVIEW

This course equips professionals with the skills to negotiate, draft, and manage energy contracts, covering pricing structures, risk allocation, and regulatory compliance. Participants will learn to optimize contract performance, mitigate commercial risks, and build sustainable supplier relationships in the energy sector.

Category	Custom Courses
Subfield	Energy, Oil and Gas
Unit Standard	AATICD-0521
Accreditation	SAQA Accredited · NQF Level 5 · 4 Credits
Duration	2 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Analyze energy market structures and pricing mechanisms to inform contract strategies.
- Apply negotiation techniques to secure favorable terms in energy supply and service contracts.
- Evaluate and mitigate commercial risks in energy contracts, including price volatility and regulatory changes.
- Design contract management frameworks that ensure compliance and performance monitoring.
- Implement effective dispute resolution and contract closeout processes.
- Demonstrate proficiency in using contract management software and tools.

WHO SHOULD ATTEND

- This course is ideal for contract managers, procurement specialists, energy traders, project managers, and legal advisors involved in energy procurement or commercial management.

COURSE OUTLINE

Day 1: Foundations of Energy Contracts and Commercial Frameworks

- Overview of the energy sector: generation, transmission, distribution, and supply
- Types of energy contracts: PPA, EPC, O&M, fuel supply, and trading agreements
- Key legal and regulatory frameworks: NERSA, Electricity Regulation Act, and market codes
- Contract lifecycle: negotiation, execution, performance, and close-out
- Risk allocation: force majeure, change in law, and termination rights
- Pricing structures: fixed, indexed, time-of-use, and capacity charges
- Payment mechanisms, invoicing, and credit support
- Introduction to contract management best practices

Day 2: Advanced Commercial Management and Dispute Resolution

- Negotiation strategies for energy contracts
- Contract administration: change management, variation orders, and amendments
- Performance monitoring: KPIs, SLAs, and reporting
- Managing underperformance and defaults
- Dispute resolution: negotiation, mediation, arbitration, and litigation
- Remedies and damages: liquidated damages, penalties, and termination
- Contract close-out: final accounts, warranties, and lessons learned
- Case studies and emerging trends in energy contract management

ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **4 NQF credits** at **NQF Level 5**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 11,900.00	R 11,900.00
1	In-House	R 15,400.00	R 15,400.00
1	On-Campus (Pretoria)	R 17,800.00	R 17,800.00

UPCOMING SESSIONS

Start	End	Method	Venue
29 Sep 2026	30 Sep 2026	On-Campus	Maseru, Lesotho
29 Sep 2026	30 Sep 2026	On-Campus	Victoria Falls, Zimbabwe
30 Sep 2026	01 Oct 2026	In-House	—
30 Sep 2026	01 Oct 2026	On-Campus	Shenzhen, China
01 Oct 2026	02 Oct 2026	On-Campus	Blantyre, Malawi
05 Oct 2026	06 Oct 2026	On-Campus	Windhoek, Namibia
06 Oct 2026	07 Oct 2026	Online	—
06 Oct 2026	07 Oct 2026	On-Campus	Kigali, Rwanda

Contact us if no suitable date is listed — on-demand sessions can be arranged for groups.

HOW TO GET A QUOTE OR APPLY

1. **Get an instant quotation online:** visit www.aaticd.co.za, open the page for this course (Unit Standard AATICD-0521) and click **Get A Quote / Apply**. Select your training method and number of delegates — your quotation is generated immediately and emailed to you with the course brochure attached.
2. **Apply by email:** send the course title, your preferred training method (Online, In-House or On-Campus Pretoria), the number of delegates and your preferred dates to apply@aaticd.co.za — our team will reply with a formal quotation.
3. **Apply by phone or WhatsApp:** call +27 12 004 8389 or WhatsApp +27 65 077 6310 and we will prepare your quotation and reserve your seats.
4. **Confirm your booking:** accept the quotation and settle the invoice. As soon as payment is confirmed your delegates are enrolled and receive their AATICD LMS login details by email, along with joining instructions for their chosen training method.

Group discounts apply automatically — the more delegates you enrol, the lower the price per delegate. No payment is required to request a quotation.

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