Renewable Energy Contract Management Training Course

Professional Development Training Course Outline

Category	Renewable Energy	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Renewable Energy Contract Management Training Course provides a practical, strategic, and commercially focused framework for managing contracts across the renewable energy value chain. As Power Purchase Agreements (PPAs), renewable energy auctions, hybrid projects, energy storage, and corporate clean-energy procurement become increasingly sophisticated, professionals need stronger capabilities in contract lifecycle management, risk allocation, commercial negotiation, compliance, performance management, and dispute avoidance. Current market developments are placing greater emphasis on flexible and hybrid PPAs, storage integration, price volatility, credit risk, and increasingly digitalized energy operations.

The course develops the competencies required to manage renewable energy agreements from procurement and tendering through negotiation, execution, monitoring, variation, claims, renewal, and close-out. Participants examine solar, wind, battery energy storage, corporate PPAs, utility contracts, EPC agreements, O&M contracts, grid/interconnection arrangements, supply contracts, and related commercial instruments through practical scenarios and case studies. Particular attention is given to AI-enabled contract management, digital transformation, ESG, energy transition, supply-chain resilience, revenue certainty, market risk, and data-driven performance monitoring, reflecting the direction of the modern energy sector.

Programme Curriculum

Renewable Energy Contract Management Training Course

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Course Duration

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Course Objectives

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

1. Apply strategic contract lifecycle management (CLM) principles to renewable energy projects.
2. Structure and evaluate Power Purchase Agreements (PPAs) and emerging hybrid PPA models.
3. Assess commercial, financial, operational, regulatory, and contractual risk.
4. Develop effective risk-allocation frameworks for renewable energy contracts.
5. Strengthen contract negotiation and stakeholder management capabilities.
6. Evaluate pricing, indexation, payment security, credit risk, and revenue certainty mechanisms.
7. Manage EPC, O&M, supply, interconnection, and project implementation contracts.
8. Monitor KPIs, SLAs, availability, performance guarantees, and contractual compliance.
9. Manage change orders, variations, claims, extensions, and contract amendments.
10. Apply ESG, sustainability, carbon accounting, and regulatory compliance requirements.
11. Use AI, automation, analytics, and digital contract management to improve contract visibility and control.
12. Develop effective dispute prevention, escalation, negotiation, and resolution strategies.
13. Build resilient contracting strategies for energy storage, grid congestion, supply-chain volatility, market uncertainty, and the evolving energy transition.

Target Audience

1. Renewable energy project managers and development professionals
2. Contracts and commercial managers
3. Procurement and supply-chain professionals
4. Legal and in-house counsel teams
5. Energy and infrastructure consultants
6. Utility and electricity-market professionals
7. Finance, investment, and project-finance professionals
8. Government, regulatory, and energy-policy officials

Course Modules

Module 1: Renewable Energy Contracting Landscape

- Renewable energy value chain and contract ecosystem

- Solar, wind, storage, hybrid and distributed-energy contracting
- PPA, EPC, O&M, supply and interconnection agreements
- Contract lifecycle and governance frameworks
- Case Study: Mapping the contract ecosystem for a utility-scale solar-plus-storage project

Module 2: Power Purchase Agreements and Commercial Structures

- PPA structures-fixed-price, indexed, pay-as-produced and spot-exposed
- Corporate, utility and merchant offtake models
- Hybrid PPAs and 24/7 clean-energy procurement
- Pricing, volume, settlement and renewable-energy attributes
- Case Study: Structuring a PPA for a corporate electricity buyer seeking long-term price certainty

Module 3: Contract Risk Allocation and Financial Protection

- **Risk identification, allocation and mitigation**
- Construction, resource, curtailment and market risks
- Creditworthiness, guarantees, bonds and payment security
- Force majeure, change in law and termination provisions
- **Case Study:** Reallocating risks in a delayed wind-farm project

Module 4: Contract Negotiation and Commercial Strategy

- **Negotiation strategy and BATNA development**
- Key commercial terms and term-sheet analysis
- Price, indexation, volume and performance negotiations
- Stakeholder alignment and cross-functional negotiation
- **Case Study:** Negotiating a bankable solar PPA between a developer and corporate offtaker

Module 5: EPC, O&M and Supply Contracts

- EPC scope, milestones and **performance guarantees**
- Liquidated damages and delay mechanisms
- O&M service levels, availability and maintenance obligations
- Equipment warranties, defects and supply-chain risks
- **Case Study:** Managing underperformance and delayed equipment delivery under an EPC/O&M contract

Module 6: Contract Performance, Compliance and Digital CLM

- **KPI, SLA and contract-performance dashboards**
- Compliance calendars, obligations registers and audit trails
- Digital **contract lifecycle management (CLM)**
- AI-assisted document review, alerts and obligation tracking
- **Case Study:** Using digital workflows to identify missed contractual milestones

Module 7: Claims, Variations and Dispute Management

- **Change management and variation control**
- Claims preparation, evaluation and documentation
- Delay, disruption, non-performance and damages
- Negotiation, mediation, arbitration and escalation mechanisms
- **Case Study:** Resolving a performance-guarantee claim on a renewable energy project

Module 8: Future-Ready Renewable Energy Contract Management

- **Energy transition, ESG and sustainable contracting**
- Battery storage and flexible contracting models
- Grid congestion, curtailment and negative-price exposure
- AI, automation, analytics and **data-driven contract governance**
- **Case Study:** Designing a flexible hybrid PPA incorporating solar, battery storage and market exposure

Training Methodology

- Interactive lectures and presentations.
- Group discussions and brainstorming sessions.
- Hands-on exercises using real-world datasets.
- Role-playing and scenario-based simulations.
- Analysis of case studies to bridge theory and practice.
- Peer-to-peer learning and networking.
- Expert-led Q&A sessions.
- Continuous feedback and personalized guidance.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price

23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

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