

Natural Gas Contract Negotiation
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Contributor Bios

Mohsen Shirazi

Senior Natural Gas Specialist

Mr. Shirazi has over 35 years of experience in the international oil and gas industries, especially in managing, planning, project development, gas sales contract negotiations, engineering, procurement, project economics, and corporate restructuring. For 12 years he served the World Bank in identifying and appraising oil and gas projects as well as formulating energy sector policy for over 20 emerging markets. He is the former Director of Frontier Projects for the Gas and Gas Liquids Group at Phillips Petroleum Company (1979-1983), where he worked on multi-billion dollar projects. Along with a number of key positions in the industry that he held in Iran, he has served as a Member of the Board and Chairman and Managing Director of the National Iranian Gas Company (1966-1979). Mr. Shirazi has also served as a Chairman of the Gas Committee of OPEC (1975-1977) and for four years (1983-1987) as a member of the Council of the International Gas Union.

Dennis C. Stickley

Legal Energy Expert

Mr. Stickley is an international legal expert in petroleum law who is based in Wellington, New Zealand. In his twenty years of practice, Mr. Stickley has been the chief legal office for Sinclair Oil Corporation, and Petroleum Exploration Corporation of New Zealand. He has also worked as an advisor on petroleum law and negotiations regarding petroleum resource development, pipeline transportation and fuel purchase contracts to Cambodian Ministry of Mines and Energy, Perusahaan Gas Negara (Persero), Gas Authority of India, Papua New Guinea Department of Mines and Petroleum, and Philippines National Power Corporation. Mr. Stickley has been a consultant to the Asian Development Bank, The World Bank and the European Investment Bank on project financing for oil and gas development and cross-border gas trade in Bangladesh, China, Cambodia, Greece, India, Indonesia, Kazakhstan, Laos, Philippines, Papua New Guinea, and Vietnam.

Ahmad Ghamarian, Ph.D.

Executive Director, IIE Energy Group

Dr. Ghamarian has over 20 years of management, engineering and teaching experience in the energy and environmental sectors. As Executive Director of the Energy Group, he manages all of the Institute of International Education's energy related programs. Previously, Dr. Ghamarian served as the Director of USAID's Energy Training Program (ETP), designing and managing a series of U.S.-based courses, in-country workshops and international study tours. Special countries of focus included Russia, the Ukraine, Indonesia, India and Pakistan. Dr. Ghamarian came to IIE from Exxon Research & Engineering Company where he performed research and development and provided consulting to promote energy efficiency in Exxon's refineries and chemical plants worldwide. Previously, he served as Project Engineer with the Combustion Engineering Company in Tehran (1973 - 76), working on the design of several power-generation projects for the Iranian onshore/offshore oil industry. He has extensive experience working in the energy sector of emerging economies and holds a Ph.D. in Mechanical Engineering with a focus on Energy Technology from The George Washington University, Washington, D.C.