Competitive Dialogue in PPP Procurement Training Course

Professional Development Training Course Outline

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

Course Introduction

Competitive dialogue in Public-Private Partnerships procurement is a strategic procurement approach designed for complex infrastructure and public service projects where contracting authorities cannot define the technical, financial, or legal solution in advance. Competitive Dialogue in Public-Private Partnerships Procurement Training Course develops advanced capabilities in competitive dialogue, Public-Private Partnerships procurement strategy, market engagement, bid evaluation, risk allocation, negotiation, contract structuring, transparency, value for money, and public procurement governance. Participants will learn how to design and manage competitive dialogue processes that promote innovation, competition, affordability, integrity, and bankable Public-Private Partnerships projects while complying with applicable procurement laws and institutional requirements.

The course provides practical and internationally relevant knowledge for public officials, procurement professionals, legal advisers, project managers, transaction advisers, and private-sector stakeholders involved in complex infrastructure procurement. Through global case studies, simulations, practical exercises, and scenario-based learning, participants will examine how competitive dialogue can improve project outcomes in transport, energy, healthcare, water, digital infrastructure, and other strategic sectors. The training emphasizes sustainable procurement, digital transformation, transparent decision-making, private-sector participation, effective stakeholder engagement, and internationally recognized Public-Private Partnerships procurement practices.

Programme Curriculum

Competitive Dialogue in Public-Private Partnerships Procurement Training Course

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Course Objectives

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

1. Explain the principles, purpose, and application of competitive dialogue in Public-Private Partnerships procurement.
2. Develop effective Public-Private Partnerships procurement strategies for complex projects.
3. Assess project suitability for competitive dialogue procurement.
4. Apply market sounding and private-sector engagement techniques.
5. Design transparent competitive dialogue procedures and documentation.
6. Develop robust prequalification and evaluation criteria.
7. Apply financial, technical, legal, and commercial evaluation methodologies.
8. Manage confidential dialogue sessions and structured negotiations.
9. Strengthen value-for-money assessment and affordability analysis.
10. Identify and allocate Public-Private Partnerships project risks effectively.
11. Promote procurement integrity, transparency, competition, and accountability.
12. Apply digital procurement and data-driven decision-making techniques.
13. Develop commercially viable and sustainable Public-Private Partnerships procurement outcomes.

Organizational Benefits

- Improved procurement efficiency and project preparation.
- Stronger value-for-money outcomes.
- Better risk identification and allocation.
- Enhanced market competition and innovation.
- More transparent procurement processes.
- Stronger legal and regulatory compliance.
- Improved negotiation and contract management capabilities.
- Greater private-sector confidence and participation.

- Reduced procurement delays and project risks.
- Stronger institutional capacity for complex infrastructure delivery.

Target Audiences

- Public procurement and contracting authority officials.
- Public-Private Partnerships unit professionals.
- Government policy and infrastructure specialists.
- Project finance and investment professionals.
- Legal and commercial advisers.
- Engineers, architects, and technical consultants.
- Private-sector bidders and concessionaires.
- Development finance and transaction advisers.

Course Duration: 5 days

Course Modules

Module 1: Fundamentals of Competitive Dialogue

- Principles and objectives of competitive dialogue.
- Competitive dialogue versus conventional procurement.
- Project complexity and procurement suitability.
- Public-Private Partnerships procurement lifecycle.
- Governance, transparency, and accountability.
- Global case study: European infrastructure procurement.

Module 2: Public-Private Partnerships Project Preparation

- Project identification and strategic alignment.
- Feasibility and business-case development.
- Value-for-money and affordability analysis.
- Technical, financial, and commercial readiness.
- Procurement planning and decision gates.
- Global case study: United Kingdom infrastructure projects.

Module 3: Market Engagement and Competitive Dialogue Design

- Market sounding and industry consultation.
- Private-sector capability assessment.
- Dialogue structure and communication protocols.
- Confidentiality and intellectual property management.
- Procurement timetable and process controls.

- Global case study: Australian infrastructure procurement.

Module 4: Prequalification and Tender Documentation

- Developing qualification requirements.
- Technical and financial eligibility criteria.
- Request-for-qualification documentation.
- Invitation-to-dialogue documentation.
- Evaluation frameworks and scoring methodologies.
- Global case study: Canadian Public-Private Partnerships procurement.

Module 5: Managing the Competitive Dialogue Process

- Planning structured dialogue sessions.
- Managing bidder questions and clarifications.
- Comparing alternative technical solutions.
- Managing confidentiality and equal treatment.
- Maintaining audit trails and procurement records.
- Global case study: European transport projects.

Module 6: Evaluation, Negotiation, and Selection

- Technical and financial bid evaluation.
- Commercial evaluation and risk-adjusted pricing.
- Negotiation strategies and techniques.
- Best-and-final-offer procedures.
- Preferred bidder selection and award decisions.
- Global case study: South African infrastructure procurement.

Module 7: Risk Allocation and Contract Structuring

- Identification of Public-Private Partnerships risks.
- Risk allocation and mitigation strategies.
- Revenue, demand, construction, and operational risks.
- Performance requirements and payment mechanisms.
- Contract bankability and investor confidence.
- Global case study: Latin American transport concessions.

Module 8: Governance, Digital Procurement, and International Best Practice

- Procurement integrity and anti-corruption controls.

- Digital procurement and data-driven evaluation.
- Stakeholder communication and dispute management.
- Sustainable and climate-resilient procurement.
- Lessons learned and continuous improvement.
- Global case study: Asian infrastructure Public-Private Partnerships.

Training Methodology

- Interactive instructor-led presentations and technical discussions.
- Practical competitive dialogue simulations and role-play exercises.
- Global Public-Private Partnerships case studies and comparative analysis.
- Group workshops involving procurement, evaluation, and negotiation scenarios.
- Practical exercises on risk allocation, evaluation, and tender documentation.
- Peer learning, facilitated discussions, and experience sharing.
- Scenario-based problem solving using real-world infrastructure challenges.
- Question-and-answer sessions with practical feedback and knowledge assessment.

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:

Register Online Now

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com