PPP Concession Agreements 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

Public-Private Partnerships Concession Agreements Training Course provides comprehensive practical knowledge and advanced skills for developing, negotiating, structuring, managing, and administering concession agreements within Public-Private Partnerships projects. The course focuses on concession agreement frameworks, contractual risk allocation, revenue mechanisms, performance obligations, government support, financial and commercial provisions, legal compliance, termination arrangements, dispute resolution, and contract management. Participants will examine international Public-Private Partnerships standards and emerging trends in infrastructure development, project finance, procurement, governance, and sustainable investment.

The course uses practical exercises, contract analysis, negotiation simulations, and international case studies to strengthen participants' ability to design commercially viable and legally robust concession agreements. Global examples from transport, energy, water, telecommunications, and social infrastructure will demonstrate how successful Public-Private Partnerships concession agreements address bankability, value for money, public interest, investor protection, service quality, affordability, transparency, and long-term project sustainability.

Programme Curriculum

Public-Private Partnerships Concession Agreements Training Course

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Course Objectives

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

1. Develop effective Public-Private Partnerships concession agreement structures.
2. Apply advanced contract drafting and negotiation techniques.
3. Analyze commercial, legal, financial, and operational risks.
4. Design appropriate risk allocation and mitigation mechanisms.
5. Apply bankability and project finance principles.
6. Evaluate performance standards and service-level obligations.
7. Develop effective revenue, tariff, and payment mechanisms.
8. Manage government support, guarantees, and contractual protections.
9. Apply contract variation, refinancing, and renegotiation strategies.
10. Strengthen dispute avoidance and resolution frameworks.
11. Integrate sustainability, climate resilience, and ESG principles.
12. Apply international Public-Private Partnerships standards and best practices.
13. Improve concession monitoring, compliance, and contract management.

Organizational Benefits

- Stronger concession agreement preparation and negotiation.
- Improved risk allocation and contractual certainty.
- Enhanced project bankability and investor confidence.
- Better value-for-money assessment and procurement outcomes.
- Reduced contractual disputes and renegotiation risks.
- Improved infrastructure project performance and accountability.
- Stronger regulatory and institutional compliance.
- More effective monitoring of private-sector obligations.
- Improved revenue protection and financial sustainability.
- Greater transparency, governance, and public-sector value.

Target Audiences

1. Public-Private Partnerships professionals and project managers.
2. Government policymakers and infrastructure officials.
3. Concession and contract management specialists.

4. Legal advisers and contract lawyers.
5. Project finance and investment professionals.
6. Procurement and commercial specialists.
7. Infrastructure developers and private investors.
8. Regulators, consultants, and transaction advisers.

Course Duration: 5 days

Course Modules

Module 1: Public-Private Partnerships Concession Fundamentals

- Concession models, structures, principles, and lifecycle management.
- Roles of public authorities, concessionaires, lenders, and regulators.
- Legal and institutional foundations of concession agreements.
- Commercial objectives, public interest, and value-for-money considerations.
- Bankability requirements and investor expectations.
- Global case study: United Kingdom Private Finance Initiative concessions.

Module 2: Concession Agreement Structure and Drafting

- Essential provisions and contractual architecture.
- Definitions, interpretation, conditions precedent, and effectiveness.
- Rights, obligations, representations, and warranties.
- Construction, operation, maintenance, and service requirements.
- Contract schedules, technical specifications, and performance standards.
- Global case study: France transport infrastructure concession agreements.

Module 3: Risk Allocation and Commercial Provisions

- Construction, operational, demand, revenue, political, and regulatory risks.
- Risk matrices and principles of optimal risk allocation.
- Force majeure, change in law, and political-risk provisions.
- Insurance, indemnities, liabilities, and compensation mechanisms.
- Guarantees, security arrangements, and lender protections.
- Global case study: South Africa transport Public-Private Partnerships.

Module 4: Financial, Revenue, and Tariff Provisions

- Revenue models, tariffs, user charges, and availability payments.
- Payment mechanisms, deductions, incentives, and penalties.
- Financial models, affordability, and fiscal commitments.
- Refinancing, indexation, foreign-exchange, and interest-rate provisions.

- Financial reporting, audits, and revenue-sharing mechanisms.
- Global case study: India highway concession agreements.

Module 5: Performance, Monitoring, and Contract Management

- Key performance indicators and service-level requirements.
- Monitoring, reporting, audits, and compliance systems.
- Performance deductions, bonuses, penalties, and corrective actions.
- Asset management, maintenance, lifecycle obligations, and handback.
- Contract administration and stakeholder coordination.
- Global case study: Australian infrastructure service concessions.

Module 6: Variations, Renegotiation, and Change Management

- Contract variations and controlled change procedures.
- Renegotiation triggers, safeguards, and approval mechanisms.
- Change in scope, technology, regulation, and demand.
- Compensation events and financial adjustment mechanisms.
- Refinancing gains and contractual benefit-sharing.
- Global case study: Latin American transport concession renegotiations.

Module 7: Termination, Dispute Resolution, and Step-In Rights

- Termination events and termination compensation.
- Default, cure periods, and enforcement mechanisms.
- Dispute avoidance, negotiation, mediation, arbitration, and litigation.
- Government step-in rights and lender intervention rights.
- Expiry, transition, asset transfer, and handback procedures.
- Global case study: European airport concession disputes.

Module 8: Advanced Concession Governance and Global Best Practices

- Transparency, accountability, ethics, and governance controls.
- Environmental, social, climate, and sustainability requirements.
- Anti-corruption, compliance, and stakeholder protection.
- Digital monitoring, contract analytics, and emerging technologies.
- Lessons from international Public-Private Partnerships markets.
- Global case study: Canada infrastructure Public-Private Partnerships framework.

Training Methodology

- Instructor-led presentations and interactive technical discussions.
- Practical concession agreement drafting and clause-analysis exercises.
- Group workshops on risk allocation and commercial structuring.
- Negotiation simulations involving public and private-sector stakeholders.
- Financial and contractual scenario-based problem solving.
- International case-study analysis and lessons-learned sessions.
- Question-and-answer sessions and peer knowledge exchange.
- Practical assessments, exercises, and participant feedback.

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
21 Sep 2026	25 Sep 2026	Online	$1,000

Start Date	End Date	Location	Price
21 Sep 2026	25 Sep 2026	Physical	$1,500
21 Sep 2026	25 Sep 2026	Physical	$0
21 Sep 2026	25 Sep 2026	Physical	$0
21 Sep 2026	25 Sep 2026	Physical	$0
21 Sep 2026	25 Sep 2026	Physical	$0
21 Sep 2026	25 Sep 2026	Physical	$0
21 Sep 2026	25 Sep 2026	Physical	$0

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

Register Online Now

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