PPP Contract Negotiation Skills 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 Partnership Contract Negotiation Skills Training Course provides an intensive and practical framework for professionals responsible for negotiating, structuring, reviewing, and managing complex Public-Private Partnership agreements. The course focuses on strategic contract negotiation, commercial risk allocation, financial structuring, legal compliance, performance obligations, dispute resolution, contract governance, value for money, and sustainable infrastructure delivery. Participants develop advanced negotiation capabilities for achieving balanced, bankable, enforceable, and commercially viable Public-Private Partnership contracts.

Through practical simulations, negotiation exercises, international case studies, and scenario-based learning, participants will examine the complete negotiation lifecycle from preparation and stakeholder analysis to contract close and post-award management. The programme integrates global best practices in infrastructure procurement, concession agreements, payment mechanisms, risk allocation, change management, termination provisions, and performance-based contracting, enabling organizations to strengthen their negotiating position and protect long-term public and commercial interests.

Programme Curriculum

Public-Private Partnership Contract Negotiation Skills Training Course

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Course Objectives

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

1. Apply strategic Public-Private Partnership contract negotiation principles.
2. Develop effective negotiation strategies and bargaining positions.
3. Evaluate commercial, financial, legal, and operational risks.
4. Structure balanced risk allocation and contractual obligations.
5. Negotiate bankable and commercially sustainable agreements.
6. Apply advanced stakeholder engagement and communication techniques.
7. Strengthen value-for-money and affordability outcomes.
8. Negotiate payment, tariff, revenue, and performance mechanisms.
9. Manage contractual amendments, variations, and renegotiations.
10. Apply dispute avoidance and resolution strategies.
11. Strengthen contract governance and compliance frameworks.
12. Use data-driven negotiation and scenario analysis.
13. Apply international Public-Private Partnership negotiation best practices.

Organizational Benefits

- Stronger negotiating positions and improved contractual outcomes.
- Better allocation of financial, operational, and commercial risks.
- Reduced contractual disputes and renegotiation exposure.
- Improved value for money and project affordability.
- Stronger stakeholder alignment and decision-making.
- Enhanced contract governance and compliance.
- Improved infrastructure project bankability.
- Greater protection of organizational interests.
- More effective management of contractual changes.
- Improved long-term Public-Private Partnership performance.

Target Audiences

1. Public-Private Partnership unit professionals and project managers.
2. Government procurement and infrastructure officials.
3. Contract, commercial, and legal professionals.
4. Finance, investment, and project finance specialists.
5. Private-sector concession and infrastructure executives.

6. Consultants, transaction advisers, and negotiators.
7. Regulators and policy professionals.
8. Senior executives overseeing infrastructure partnerships.

Course Duration: 5 days

Course Modules

Module 1: Foundations of Public-Private Partnership Contract Negotiation

- Negotiation principles, objectives, stages, and success factors.
- Contract architecture, responsibilities, and critical provisions.
- Negotiation preparation, mandates, authority, and decision criteria.
- Stakeholder mapping, interests, leverage, and negotiation dynamics.
- Negotiation simulation involving a major transport concession.
- Global case study: United Kingdom Private Finance Initiative projects.

Module 2: Negotiation Strategy and Commercial Positioning

- Developing negotiation strategies, priorities, concessions, and alternatives.
- Best Alternative to a Negotiated Agreement and bargaining power.
- Competitive positioning, information management, and leverage.
- Cultural intelligence and cross-border negotiation techniques.
- Role-play involving government and private consortium negotiations.
- Global case study: Canadian infrastructure partnership negotiations.

Module 3: Risk Allocation and Contractual Responsibilities

- Identification and allocation of construction, demand, financing, and operational risks.
- Principles for fair, efficient, and bankable risk allocation.
- Force majeure, political risk, regulatory change, and insurance.
- Guarantees, indemnities, warranties, and liability provisions.
- Risk allocation negotiation simulation for an infrastructure project.
- Global case study: Australian transport Public-Private Partnership projects.

Module 4: Financial and Commercial Contract Negotiation

- Negotiating tariffs, availability payments, revenues, and financial mechanisms.
- Affordability, value for money, and financial sustainability.
- Financing conditions, lender requirements, and bankability considerations.
- Revenue-sharing, refinancing, and financial adjustment mechanisms.
- Financial negotiation exercise using project scenarios.
- Global case study: European infrastructure concession models.

Module 5: Performance, Service Levels, and Contract Management

- Performance standards, key performance indicators, and service obligations.
- Payment deductions, incentives, bonuses, and performance regimes.
- Monitoring, reporting, audits, and compliance requirements.
- Negotiating operational flexibility and service-quality provisions.
- Contract management simulation involving performance failure.
- Global case study: Water-sector Public-Private Partnership contracts.

Module 6: Variations, Renegotiation, and Change Management

- Contract amendments, change orders, and variation procedures.
- Managing regulatory, economic, technological, and market changes.
- Renegotiation triggers, safeguards, approvals, and documentation.
- Maintaining commercial balance during contract modifications.
- Case simulation involving major scope and cost changes.
- Global case study: Latin American infrastructure renegotiations.

Module 7: Dispute Resolution and Contract Enforcement

- Negotiating dispute prevention, escalation, mediation, and arbitration.
- Default, termination, compensation, and step-in rights.
- Claims management, evidence, notices, and contractual remedies.
- Negotiating balanced termination and handback provisions.
- Dispute-resolution role-play involving a concession disagreement.
- Global case study: International infrastructure arbitration.

Module 8: Advanced Negotiation Simulation and Contract Close

- Integrated negotiation planning and executive decision-making.
- Multi-party negotiation involving government, sponsors, lenders, and advisers.
- Final review of commercial, legal, financial, and performance terms.
- Contract close, approvals, documentation, and implementation readiness.
- Global case study: Successful international Public-Private Partnership contract close.
- Capstone negotiation simulation and participant feedback.

Training Methodology

- Instructor-led interactive presentations and expert discussions.
- Practical negotiation simulations and role-playing exercises.
- Global case studies and comparative international analysis.

- Group workshops, contract scenario analysis, and problem-solving.
- Negotiation strategy exercises and stakeholder mapping.
- Financial, commercial, and risk-allocation simulations.
- Peer learning, facilitated debates, and experience sharing.
- Capstone negotiation exercise with structured 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
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

Start Date	End Date	Location	Price
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

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