PPP Contract Structuring 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 Structuring Training Course provides a practical and strategic framework for developing, negotiating, drafting, reviewing, and managing robust Public-Private Partnership agreements. The course focuses on contract architecture, risk allocation, financial structuring, performance obligations, payment mechanisms, government support, termination provisions, dispute resolution, compliance, and bankability. Participants will develop advanced capabilities in public infrastructure contracting, commercial negotiations, legal risk management, project finance, value-for-money assessment, and sustainable Public-Private Partnership delivery.

The programme integrates international best practices, emerging infrastructure trends, digital transformation, climate-resilient investment, sustainable finance, and effective contract governance. Through practical exercises and global case studies, participants will learn how to structure balanced contracts that protect public interests while providing appropriate incentives for private-sector investment and performance. The training is designed to strengthen institutional capacity and improve the quality, transparency, resilience, and long-term effectiveness of Public-Private Partnership projects.

Programme Curriculum

Public-Private Partnership Contract Structuring Training Course

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Course Objectives

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

1. Explain advanced Public-Private Partnership contract structuring principles.
2. Design effective contractual frameworks for complex infrastructure projects.
3. Apply systematic risk identification and risk allocation techniques.
4. Develop bankable and commercially sustainable contract structures.
5. Structure payment, tariff, revenue, and performance mechanisms.
6. Integrate financial, legal, technical, and operational requirements.
7. Apply modern contract negotiation and commercial strategy techniques.
8. Develop effective government support and guarantee provisions.
9. Strengthen contract governance, compliance, and performance monitoring.
10. Manage variations, renegotiations, defaults, and termination events.
11. Apply international standards for dispute avoidance and resolution.
12. Integrate climate resilience, sustainability, and environmental requirements.
13. Improve value for money, transparency, accountability, and project outcomes.

Organizational Benefits

- Stronger Public-Private Partnership contract quality and consistency.
- Improved risk allocation and commercial risk management.
- Enhanced project bankability and investor confidence.
- Better protection of public-sector interests.
- Improved negotiation and contract management capacity.
- Stronger financial and performance accountability.
- Reduced contractual disputes and implementation delays.
- Better compliance with legal and regulatory requirements.
- Enhanced infrastructure investment decision-making.
- Improved long-term project sustainability and value for money.

Target Audiences

- Public-Private Partnership unit professionals and government officials.
- Infrastructure and investment project managers.
- Contract, commercial, and procurement specialists.
- Lawyers and legal advisers.
- Project finance and financial modelling professionals.

- Engineers, technical advisers, and consultants.
- Private-sector investors, developers, and concessionaires.
- Regulators, policymakers, and institutional decision-makers.

Course Duration: 5 days

Course Modules

Module 1: Foundations of Public-Private Partnership Contract Structuring

- Principles and architecture of Public-Private Partnership contracts.
- Contract lifecycle and critical structuring decisions.
- Allocation of public and private responsibilities.
- Bankability, value for money, and affordability.
- Contract structuring workflow and documentation.
- Global case study: United Kingdom Private Finance Initiative projects.

Module 2: Legal, Regulatory and Institutional Frameworks

- Legal foundations for Public-Private Partnership agreements.
- Regulatory requirements and institutional mandates.
- Procurement rules and contractual compliance.
- Concession, availability-payment, and user-pay structures.
- Government authority and contractual powers.
- Global case study: South Africa infrastructure partnerships.

Module 3: Risk Allocation and Mitigation

- Identification and classification of project risks.
- Construction, demand, operational, financial, and political risks.
- Principles of optimal risk allocation.
- Risk-sharing and mitigation mechanisms.
- Insurance, guarantees, and contingent liabilities.
- Global case study: Kenya transport infrastructure partnerships.

Module 4: Financial and Commercial Contract Structures

- Revenue models, tariffs, subsidies, and payment mechanisms.
- Financial obligations and cash-flow structures.
- Performance-based payment frameworks.
- Financial close and lender requirements.
- Affordability, bankability, and financial sustainability.
- Global case study: Australian infrastructure financing models.

Module 5: Contract Negotiation and Key Provisions

- Negotiation strategy and stakeholder alignment.
- Conditions precedent and contractual milestones.
- Representations, warranties, covenants, and undertakings.
- Default, cure, compensation, and step-in rights.
- Change control and renegotiation provisions.
- Global case study: Canadian Public-Private Partnership procurement.

Module 6: Performance Management and Contract Governance

- Key performance indicators and service standards.
- Monitoring, reporting, audits, and compliance systems.
- Incentives, deductions, bonuses, and performance regimes.
- Governance structures and contract administration.
- Managing variations and operational changes.
- Global case study: Netherlands infrastructure performance contracts.

Module 7: Disputes, Termination and Contract Resilience

- Dispute prevention and escalation mechanisms.
- Mediation, arbitration, and litigation provisions.
- Events of default and termination procedures.
- Compensation and termination payment mechanisms.
- Force majeure, political events, and change in law.
- Global case study: European infrastructure contract disputes.

Module 8: Advanced Contract Structuring and Emerging Trends

- Climate-resilient and sustainable contract structures.
- Digital infrastructure and technology-enabled contracting.
- ESG, sustainability, and responsible investment requirements.
- Contract refinancing and lifecycle optimization.
- Lessons learned and advanced structuring workshop.
- Global case study: Asian renewable energy Public-Private Partnership projects.

Training Methodology

- Instructor-led interactive presentations and expert discussions.
- Practical contract drafting, review, and structuring exercises.
- Group-based negotiation and risk allocation simulations.

- Financial and commercial scenario analysis.
- Global case studies and lessons-learned discussions.
- Role-play exercises involving public and private stakeholders.
- Contract evaluation workshops using realistic project scenarios.
- Question-and-answer sessions, peer learning, and knowledge sharing.

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

Start Date	End Date	Location	Price
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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