PPP Project Origination 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 Project Origination is the strategic process of identifying, screening, developing, and prioritizing infrastructure and public-service opportunities that can deliver strong economic, social, and financial value. Public-Private Partnership Project Origination Training Course provides practical knowledge on project identification, needs assessment, market sounding, project screening, investment prioritization, stakeholder engagement, and Public-Private Partnership pipeline development. Participants will explore modern Public-Private Partnership frameworks, project development strategies, value-for-money principles, bankability assessment, private-sector participation, infrastructure investment, and sustainable project planning.

The course focuses on transforming public-sector needs into credible Public-Private Partnership project concepts capable of progressing toward feasibility assessment, procurement, financing, and implementation. Through practical exercises and global case studies, participants will learn how to build robust project concepts, assess commercial potential, manage origination risks, develop project pipelines, and align proposed projects with national development priorities, climate objectives, and sustainable infrastructure strategies.

Programme Curriculum

Public-Private Partnership Project Origination Training Course

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Course Objectives

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

1. Apply advanced Public-Private Partnership project origination principles and frameworks.
2. Identify high-potential infrastructure and public-service Public-Private Partnership opportunities.
3. Conduct strategic needs assessments and opportunity mapping.
4. Evaluate project feasibility, bankability, and commercial attractiveness.
5. Apply value-for-money and affordability assessment techniques.
6. Develop effective Public-Private Partnership project concepts and preliminary business cases.
7. Conduct stakeholder mapping and private-sector market engagement.
8. Establish transparent project screening and prioritization systems.
9. Develop sustainable and investment-ready Public-Private Partnership project pipelines.
10. Identify and manage early-stage project origination risks.
11. Integrate ESG, climate resilience, and sustainable-finance considerations.
12. Apply data-driven approaches to Public-Private Partnership opportunity identification.
13. Strengthen institutional capacity for successful Public-Private Partnership project development.

Organizational Benefits

- Improved identification of viable Public-Private Partnership opportunities
- Stronger infrastructure project pipelines
- Better investment prioritization and resource allocation
- Enhanced project bankability and private-sector confidence
- Improved value-for-money outcomes
- Stronger stakeholder and investor engagement
- Reduced early-stage project development risks
- Better alignment with national development priorities
- Enhanced institutional Public-Private Partnership capacity
- Improved delivery of sustainable infrastructure projects

Target Audiences

1. Public-Private Partnership unit professionals and project officers
2. Government ministries, departments, and agencies
3. Infrastructure planning and investment professionals
4. Project finance and investment specialists
5. Development finance institutions

6. Municipal and local government officials
7. Consultants, transaction advisers, and legal professionals
8. Private-sector infrastructure developers and investors

Course Duration: 5 days

Course Modules

Module 1: Foundations of Public-Private Partnership Project Origination

- Principles and lifecycle of Public-Private Partnership project origination
- Public infrastructure needs and service-delivery gaps
- Public-Private Partnership opportunity identification frameworks
- Strategic alignment with national development plans
- Project origination governance
- Case study: United Kingdom Public-Private Partnership infrastructure pipeline development

Module 2: Public-Private Partnership Opportunity Identification and Needs Assessment

- Infrastructure demand analysis
- Public-service performance gap assessment
- Opportunity mapping and project concept generation
- Socioeconomic and development impact assessment
- Preliminary project screening
- Case study: Kenya infrastructure project identification

Module 3: Project Screening and Prioritization

- Screening criteria and decision frameworks
- Strategic, technical, economic, and commercial screening
- Affordability and fiscal-impact considerations
- Project prioritization matrices
- Public-Private Partnership suitability assessment
- Case study: Australian Public-Private Partnership project prioritization

Module 4: Market Sounding and Private-Sector Engagement

- Market sounding principles and techniques
- Investor and developer engagement
- Industry consultation and competitive intelligence
- Private-sector capability assessment
- Market feedback integration
- Case study: Canadian infrastructure market engagement

Module 5: Bankability, Value for Money and Commercial Viability

- Bankability fundamentals
- Value-for-money assessment
- Revenue and demand analysis
- Preliminary financial viability
- Risk-return considerations
- Case study: Indian transport Public-Private Partnership development

Module 6: Public-Private Partnership Project Concepts and Business Cases

- Developing project concept notes
- Preliminary business-case structures
- Technical and service specifications
- Economic and financial justification
- Project development roadmaps
- Case study: South African Public-Private Partnership project preparation

Module 7: Public-Private Partnership Pipeline Development and Governance

- Building strategic Public-Private Partnership project pipelines
- Pipeline governance and institutional responsibilities
- Project prioritization and sequencing
- Monitoring pipeline maturity
- Portfolio-level risk management
- Case study: Philippines Public-Private Partnership project pipeline

Module 8: Sustainable Public-Private Partnership Origination and Global Best Practices

- ESG integration and climate-resilient infrastructure
- Sustainable finance and impact considerations
- Digital tools and data-driven project origination
- Cross-border Public-Private Partnership lessons and emerging trends
- Institutional improvement and continuous pipeline development
- Case study: European sustainable infrastructure Public-Private Partnership initiatives

Training Methodology

- Instructor-led presentations and interactive discussions
- Practical Public-Private Partnership project origination exercises
- Group workshops and project screening simulations

- Global case-study analysis and benchmarking
- Market-sounding and stakeholder-engagement simulations
- Business-case and project-concept development exercises
- Financial, commercial, and risk assessment exercises
- Facilitated peer learning and experience sharing
- Scenario-based problem solving
- Individual and group presentations with expert 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

Start Date	End Date	Location	Price
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

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