# PPP Renegotiation Management Training Course

Professional Development Training Course Outline

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

## Course Introduction

Public-Private Partnership Renegotiation Management is a strategic discipline for managing changes to long-term infrastructure and public service contracts while protecting value, affordability, service quality, and stakeholder interests. Public-Private Partnership Renegotiation Management Training Course provides advanced knowledge of Public-Private Partnership contract renegotiation, commercial restructuring, risk reallocation, financial modelling, legal compliance, dispute avoidance, stakeholder engagement, and value-for-money preservation. Participants will develop practical capabilities for identifying renegotiation triggers, assessing contractual impacts, negotiating balanced solutions, and managing complex changes across the Public-Private Partnership lifecycle.

The course integrates international Public-Private Partnership best practices, contract management frameworks, negotiation strategies, financial analysis, regulatory requirements, and digital tools for evidence-based decision-making. Through practical exercises and global case studies, participants will learn how governments, private partners, lenders, regulators, and advisors can manage renegotiations transparently while maintaining project sustainability and public interest. The programme emphasizes strategic negotiation, governance, risk management, commercial resilience, and sustainable infrastructure delivery.

## Programme Curriculum

**Public-Private Partnership Renegotiation Management Training Course**

**Introduction**

Public-Private Partnership Renegotiation Management is a strategic discipline for managing changes to long-term infrastructure and public service contracts while protecting value, affordability, service quality, and stakeholder interests. Public-Private Partnership Renegotiation Management Training Course provides advanced knowledge of Public-Private Partnership contract renegotiation, commercial restructuring, risk

reallocation, financial modelling, legal compliance, dispute avoidance, stakeholder engagement, and value-for-money preservation. Participants will develop practical capabilities for identifying renegotiation triggers, assessing contractual impacts, negotiating balanced solutions, and managing complex changes across the Public-Private Partnership lifecycle.

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**Course Objectives**

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

1. Understand advanced Public-Private Partnership renegotiation principles and contractual triggers.
2. Apply strategic negotiation and commercial restructuring techniques.
3. Assess financial, legal, operational, and regulatory impacts.
4. Develop evidence-based renegotiation strategies and negotiation positions.
5. Evaluate risk allocation and changing project assumptions.
6. Apply financial modelling to renegotiation scenarios.
7. Strengthen stakeholder engagement and negotiation communication.
8. Identify contractual, regulatory, and governance constraints.
9. Manage disputes, claims, variations, and change requests.
10. Protect value for money and long-term project sustainability.
11. Apply international Public-Private Partnership governance and transparency standards.
12. Use scenario analysis and data-driven decision-making.
13. Develop practical Public-Private Partnership renegotiation action plans.

**Organizational Benefits**

- Improved management of complex Public-Private Partnership contract changes
- Stronger commercial and financial decision-making
- Reduced exposure to renegotiation-related disputes
- Better protection of public value and affordability
- Enhanced risk allocation and project resilience
- Stronger governance, transparency, and accountability
- Improved stakeholder and investor relationships
- More sustainable long-term infrastructure outcomes

**Target Audiences**

1. Public-Private Partnership unit professionals and infrastructure specialists
2. Government policymakers and public-sector officials
3. Public-Private Partnership project managers and contract managers
4. Private-sector concessionaires and investors

5. Legal, financial, and transaction advisors
6. Infrastructure lenders and investment professionals
7. Regulators and public procurement specialists
8. Consultants and development-finance professionals

**Course Duration:** 5 days

**Course Modules**

**Module 1: Foundations of Public-Private Partnership Renegotiation**

- Principles and objectives of Public-Private Partnership renegotiation
- Legitimate versus opportunistic renegotiation
- Contractual triggers and renegotiation windows
- Public interest, value for money, and affordability
- Governance and transparency requirements
- Case study: Public-Private Partnership renegotiation experience in Latin America

**Module 2: Renegotiation Triggers and Contract Assessment**

- Force majeure, economic shocks, and regulatory changes
- Demand, revenue, and cost assumption changes
- Contractual rights, obligations, and limitations
- Contract performance and compliance assessment
- Identification of material contract variations
- Case study: European transport concession restructuring

**Module 3: Financial and Commercial Restructuring**

- Financial modelling for renegotiation scenarios
- Revenue, tariff, subsidy, and payment restructuring
- Debt, equity, and financing considerations
- Economic equilibrium and financial sustainability
- Value-for-money and affordability analysis
- Case study: Toll-road concession restructuring

**Module 4: Risk Allocation and Scenario Management**

- Revisiting construction, demand, operational, and financial risks
- Risk transfer and risk-sharing mechanisms
- Scenario planning and sensitivity analysis
- Emerging risks and climate-related impacts
- Contingency and resilience strategies

- Case study: Global infrastructure projects affected by demand shocks

**Module 5: Strategic Negotiation and Stakeholder Management**

- Negotiation preparation and bargaining strategies
- Developing negotiation positions and fallback options
- Stakeholder mapping and engagement
- Managing conflicting public and private interests
- Communication, influence, and negotiation ethics
- Case study: Major international airport concession negotiation

**Module 6: Legal, Regulatory, and Governance Considerations**

- Legal foundations of Public-Private Partnership contract amendments
- Procurement and competition considerations
- Regulatory approvals and institutional mandates
- Transparency, accountability, and audit requirements
- Managing contractual variations and amendments
- Case study: Public-Private Partnership regulatory reform in an emerging market

**Module 7: Dispute Prevention, Claims, and Resolution**

- Early identification of disputes and claims
- Negotiation, mediation, and arbitration strategies
- Contractual remedies and escalation procedures
- Documentation and evidence management
- Maintaining relationships during contentious negotiations
- Case study: International infrastructure dispute resolution

**Module 8: Renegotiation Implementation and Long-Term Governance**

- Developing and documenting renegotiated agreements
- Implementation plans and performance monitoring
- Key performance indicators and service standards
- Post-renegotiation governance and reporting
- Continuous improvement and contract management
- Case study: Long-term Public-Private Partnership concession monitoring in Asia

**Training Methodology**

- Instructor-led presentations and expert briefings

- Interactive discussions and facilitated knowledge exchange
- Practical Public-Private Partnership renegotiation simulations
- Financial and commercial scenario exercises
- Contract analysis and negotiation workshops
- International case-study analysis
- Group assignments and stakeholder negotiation role-play
- Action planning and participant-led presentations

**Register as a group from 3 participants for a Discount**

**Send us an email: [info@fineskilltrainingcenter.org](mailto: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 |
| **21 Sep 2026** | 25 Sep 2026 | Physical | $1,500 |

| Start Date | End Date | Location | Price |
|---|---|---|---|
| **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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