PPP Transaction Advisory 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 Partnerships transaction advisory skills are essential for professionals responsible for structuring, evaluating, negotiating, procuring, and implementing complex infrastructure and public-service projects. Public-Private Partnerships Transaction Advisory Skills Training Course provides practical expertise in Public-Private Partnerships transaction structuring, project finance, financial modelling, commercial due diligence, risk allocation, value-for-money assessment, procurement strategy, bankability analysis, contract negotiation, and financial close. Participants will develop the ability to transform infrastructure concepts into commercially viable, investment-ready Public-Private Partnerships while aligning public-sector objectives with private-investor requirements.

The course also examines international Public-Private Partnerships frameworks, transaction management, stakeholder engagement, market sounding, tender evaluation, concession design, financing structures, and contract management. Through practical exercises and global case studies, participants will strengthen their ability to identify transaction risks, develop robust advisory strategies, assess investor appetite, and support successful financial and contractual outcomes. The programme is designed around current infrastructure investment trends, sustainable financing, climate-resilient infrastructure, digital transformation, and innovative Public-Private Partnerships delivery models.

Programme Curriculum

Public-Private Partnerships Transaction Advisory Skills Training Course

Introduction

Public-Private Partnerships transaction advisory skills are essential for professionals responsible for structuring, evaluating, negotiating, procuring, and implementing complex infrastructure and public-service projects. Public-Private Partnerships Transaction Advisory Skills Training Course provides practical expertise in Public-Private Partnerships transaction structuring, project finance, financial modelling, commercial due diligence, risk

allocation, value-for-money assessment, procurement strategy, bankability analysis, contract negotiation, and financial close. Participants will develop the ability to transform infrastructure concepts into commercially viable, investment-ready Public-Private Partnerships while aligning public-sector objectives with private-investor requirements.

The course also examines international Public-Private Partnerships frameworks, transaction management, stakeholder engagement, market sounding, tender evaluation, concession design, financing structures, and contract management. Through practical exercises and global case studies, participants will strengthen their ability to identify transaction risks, develop robust advisory strategies, assess investor appetite, and support successful financial and contractual outcomes. The programme is designed around current infrastructure investment trends, sustainable financing, climate-resilient infrastructure, digital transformation, and innovative Public-Private Partnerships delivery models.

Course Objectives

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

1. Apply advanced Public-Private Partnerships transaction advisory principles.
2. Develop bankable and investment-ready infrastructure transactions.
3. Conduct commercial, technical, legal, and financial due diligence.
4. Evaluate project feasibility, affordability, and value for money.
5. Develop sophisticated Public-Private Partnerships financial models.
6. Structure appropriate financing and revenue mechanisms.
7. Identify, quantify, and allocate transaction risks.
8. Design competitive and transparent procurement strategies.
9. Assess market appetite and investor requirements.
10. Strengthen negotiation and contract structuring capabilities.
11. Manage stakeholder engagement and transaction communications.
12. Apply international Public-Private Partnerships standards and best practices.
13. Support successful financial close and transaction implementation.

Organizational Benefits

- Improved Public-Private Partnerships transaction structuring capabilities.
- Stronger financial modelling and investment analysis skills.
- Enhanced project bankability and investor readiness.
- Better risk identification and allocation.
- Improved procurement and tender management.
- Stronger negotiation and contract advisory skills.
- Enhanced value-for-money decision-making.
- Improved stakeholder and investor engagement.
- Greater capacity to manage complex infrastructure transactions.
- Exposure to international transaction advisory practices.

Target Audiences

1. Public-sector infrastructure and Public-Private Partnerships professionals.

2. Transaction advisors and consulting professionals.
3. Investment and project finance specialists.
4. Legal and commercial advisors.
5. Infrastructure developers and investors.
6. Banking and financial institution professionals.
7. Procurement and contract management specialists.
8. Government officials and project management professionals.

Course Duration: 5 days

Course Modules

Module 1: Public-Private Partnerships Transaction Advisory Fundamentals

- Transaction advisory roles, responsibilities, and deliverables.
- Public-Private Partnerships project lifecycle and transaction stages.
- Advisory team composition and governance.
- Client objectives, investor expectations, and transaction success factors.
- Transaction preparation and advisory workplans.
- Global Case Study: United Kingdom infrastructure transaction advisory practices.

Module 2: Project Identification and Transaction Screening

- Project concept assessment and strategic alignment.
- Preliminary feasibility and investment screening.
- Affordability and fiscal-impact assessment.
- Market demand and revenue analysis.
- Transaction readiness assessment.
- Global Case Study: Kenya infrastructure project screening.

Module 3: Feasibility, Due Diligence and Bankability

- Technical, legal, commercial, and financial due diligence.
- Demand forecasting and market assessment.
- Bankability requirements and investor expectations.
- Financial viability and sensitivity analysis.
- Identification of transaction constraints.
- Global Case Study: India highway Public-Private Partnerships development.

Module 4: Financial Modelling and Financing Structures

- Public-Private Partnerships financial model architecture.
- Capital expenditure, operating costs, revenues, and cash flows.

- Debt, equity, guarantees, and blended finance.
- Financial ratios, returns, sensitivities, and scenarios.
- Financing optimization and financial close preparation.
- Global Case Study: European infrastructure project financing.

Module 5: Risk Allocation and Commercial Structuring

- Identification and categorization of transaction risks.
- Risk allocation between public and private parties.
- Guarantees, insurance, termination, and compensation mechanisms.
- Revenue, demand, construction, and operational risk.
- Risk pricing and commercial implications.
- Global Case Study: Australian toll-road risk allocation.

Module 6: Value for Money and Public-Sector Assessment

- Value-for-money assessment methodologies.
- Public-sector comparator development.
- Affordability and fiscal commitment analysis.
- Economic and social benefit assessment.
- Sensitivity and scenario testing.
- Global Case Study: United Kingdom value-for-money assessment.

Module 7: Procurement, Negotiation and Financial Close

- Procurement strategy and tender documentation.
- Request-for-proposal evaluation and bidder assessment.
- Negotiation strategies and commercial positioning.
- Preferred bidder selection and agreement finalization.
- Conditions precedent and financial close.
- Global Case Study: Canada infrastructure procurement.

Module 8: Transaction Management and Advisory Excellence

- Transaction governance and stakeholder coordination.
- Investor engagement and market sounding.
- Transaction reporting, documentation, and decision support.
- Managing delays, disputes, and transaction risks.
- Post-award transition and advisory lessons learned.
- Global Case Study: South Africa renewable-energy Public-Private Partnerships programme.

Training Methodology

- Instructor-led presentations and expert facilitated discussions.
- Practical Public-Private Partnerships transaction exercises.
- Financial modelling and investment assessment simulations.
- Group workshops and negotiation exercises.
- Global case studies and comparative international analysis.
- Role plays involving government, investors, lenders, and advisors.
- Scenario-based risk allocation and procurement exercises.
- Interactive question-and-answer sessions and peer learning.

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

Start Date	End Date	Location	Price
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
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

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com