Structuring, Negotiating, and Managing Concessions Training Course

Professional Development Training Course Outline

Category	Business	**Duration**	10 Days
Base Fee	$3,000 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

In today's highly competitive global market, structuring, negotiating, and managing concessions has become a critical skill for government agencies, private companies, and public-private partnerships (PPPs). Structuring, Negotiating, and Managing Concessions Training Course is designed to provide participants with in-depth expertise in contract structuring, concession frameworks, deal negotiations, risk allocation, performance management, and dispute resolution. Leveraging real-world case studies, participants will gain practical insights into the strategic, legal, and financial dimensions of concession management, enabling them to maximize value and ensure sustainable outcomes.

With hands-on exercises, expert-led sessions, and interactive discussions, this course empowers professionals to master the end-to-end lifecycle of concessions—from project feasibility analysis to contract closure. By the end of this training, participants will be equipped with the negotiation techniques, legal knowledge, and performance monitoring skills to successfully manage concession agreements in sectors such as infrastructure, energy, transport, and tourism.

Programme Curriculum

Structuring, Negotiating, and Managing Concessions Training Course

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Training Objectives

1. Understand core principles of concession agreements in diverse industries.
2. Apply strategic structuring techniques for high-value concessions.
3. Develop win-win negotiation strategies for stakeholders.
4. Identify and mitigate contractual and operational risks.
5. Design performance-based monitoring systems.
6. Implement legal compliance and governance frameworks.
7. Analyze financial models and investment returns.
8. Optimize public-private collaboration mechanisms.
9. Manage disputes and renegotiations effectively.
10. Evaluate concession feasibility and market readiness.
11. Draft clear, enforceable concession contracts.
12. Apply best practices in stakeholder engagement.
13. Integrate sustainability and ESG principles into concession management.

Target Audience

1. Government procurement officers
2. PPP and infrastructure project managers
3. Legal advisors and contract managers
4. Financial analysts and investment specialists
5. Business development executives
6. Operations and project managers
7. Policy makers and regulators
8. Risk management professionals

Course Duration: 10 days

Course Modules

Module 1: Fundamentals of Concession Agreements

- Definition and scope of concessions
- Key stakeholders and their roles
- Legal and regulatory frameworks
- Types of concession models
- Industry-specific applications
- **Case Study:** A transport sector concession success story

Module 2: Structuring Concessions for Success

- Project feasibility assessment
- Risk-reward analysis
- Structuring public-private partnerships
- Allocation of responsibilities
- Contractual flexibility vs. certainty
- **Case Study:** Structuring a multi-sector infrastructure project

Module 3: Negotiation Techniques for Concessions

- Principles of win-win negotiations

- Cultural considerations in negotiation
- Negotiating with multiple stakeholders
- Concession term sheet development
- Avoiding common negotiation pitfalls
- **Case Study:** Successful renegotiation of an energy concession

Module 4: Risk Identification and Allocation

- Types of risks in concession projects
- Risk allocation principles
- Mitigation strategies
- Role of guarantees and insurance
- Balancing public and private interests
- **Case Study:** Managing risk in an airport concession deal

Module 5: Legal and Governance Frameworks

- National and international legal contexts
- Contract enforcement mechanisms
- Governance structures for concessions
- Anti-corruption measures
- Role of independent regulators
- **Case Study:** Governance reforms in a port concession

Module 6: Financial Modeling for Concessions

- Building concession financial models
- Cash flow projections
- ROI and IRR analysis
- Funding sources and structures
- Sensitivity analysis
- **Case Study:** Financial modeling for a toll road concession

Module 7: Performance Monitoring and Management

- KPIs for concession agreements
- Monitoring tools and technologies
- Compliance tracking
- Reporting frameworks
- Continuous improvement strategies
- **Case Study:** Performance-based water concession management

Module 8: Dispute Resolution and Renegotiations

- Common concession disputes
- Mediation, arbitration, and litigation
- Renegotiation triggers
- Effective communication in disputes
- Maintaining relationships post-dispute
- **Case Study:** Arbitration in a telecom concession

Module 9: Stakeholder Engagement Strategies

- Mapping stakeholder interests
- Engagement planning and execution
- Public consultation techniques

- Media and PR strategies
- Maintaining long-term relationships
- **Case Study:** Community engagement in a tourism concession

Module 10: Sustainability in Concessions
- ESG principles and compliance
- Environmental impact assessments
- Social responsibility measures
- Sustainable infrastructure practices
- Green financing options
- **Case Study:** Renewable energy concession sustainability

Module 11: Technology and Innovation in Concessions
- Digital transformation in concession management
- Smart infrastructure integration
- Data analytics for performance monitoring
- Automation in reporting
- Cybersecurity considerations
- **Case Study:** Smart city concession project

Module 12: International Best Practices in Concessions
- Lessons from global concession projects
- Benchmarking performance
- Cross-border legal considerations
- Global standards and certifications
- International funding opportunities
- **Case Study:** Cross-border railway concession

Module 13: Managing Multi-Sector Concessions
- Complexities of multi-sector agreements
- Integrated project management
- Harmonizing regulatory frameworks
- Financial integration models
- Risk diversification
- **Case Study:** Multi-sector urban development concession

Module 14: Exit Strategies and Contract Closure
- Conditions for concession termination
- Asset handover processes
- Closing financial accounts
- Post-concession responsibilities
- Learning from project closure
- **Case Study:** Successful handover of a port concession

Module 15: Practical Workshop and Simulation
- Group concession structuring exercise
- Negotiation role plays
- Financial modeling practice
- Risk allocation simulation
- Dispute resolution mock session

- **Case Study:** End-to-end simulated concession project

Training Methodology

- Expert-led interactive lectures on concession theory and practice
- Case study analysis for real-world application
- Hands-on exercises in structuring and negotiation
- Group discussions to encourage peer learning
- Simulation workshops to apply learned concepts

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
21 Sep 2026	02 Oct 2026	Online	$2,000
21 Sep 2026	02 Oct 2026	Physical	$3,000
21 Sep 2026	02 Oct 2026	Physical	$0
21 Sep 2026	02 Oct 2026	Physical	$0
21 Sep 2026	02 Oct 2026	Physical	$0

Start Date	End Date	Location	Price
21 Sep 2026	02 Oct 2026	Physical	$0
21 Sep 2026	02 Oct 2026	Physical	$0
21 Sep 2026	02 Oct 2026	Physical	$0

Ready to enroll or request a customized program? Book online or contact us:

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