Training Course on Public-Private Partnerships (PPPs) Financing and Management

Professional Development Training Course Outline

Category	CEOs and Directors	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

In an era of increasing infrastructure demands and constrained public budgets, Public-Private Partnerships (PPPs) have emerged as **innovative solutions** for delivering essential public services and vital infrastructure projects. This comprehensive training course provides an **in-depth exploration** of the entire PPP lifecycle, from **project conceptualization and financial structuring** to **robust contract management and risk mitigation**. Participants will gain **actionable insights** and **practical skills** to navigate the complexities of PPPs, ensuring **sustainable development outcomes** and **value for money**.

Training Course on Public-Private Partnerships (PPPs) Financing and Management is designed to empower professionals with the **strategic acumen** required to **identify, develop, and execute successful PPP initiatives**. We delve into **global best practices**, **legal frameworks**, and **financial modeling techniques** essential for attracting **private capital** and fostering **effective collaborations** between public and private sectors. Through **interactive sessions, real-world case studies, and expert guidance**, attendees will be equipped to **optimize project delivery, enhance public services**, and drive **economic growth** through well-structured and meticulously managed PPPs.

Programme Curriculum

Training Course on Public-Private Partnerships (PPPs) Financing and Management

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Course Duration

5 days

Course Objectives

1. Comprehend the core concepts, diverse models, and **global trends** shaping Public-Private Partnerships.
2. Learn to identify and prioritize **high-impact infrastructure projects** suitable for PPP frameworks.
3. Develop expertise in **project finance, debt equity structures**, and **innovative funding mechanisms** for PPPs.
4. Analyze, allocate, and **mitigate inherent risks** across the entire PPP project lifecycle, including **political, financial, and operational risks**.
5. Understand the **enabling legal and regulatory frameworks** essential for effective PPP implementation and **governance**.
6. Design and manage **transparent and competitive procurement processes** for selecting private partners.
7. Acquire advanced skills in **PPP contract negotiation, drafting, and long-term administration** to ensure performance and compliance.
8. Conduct rigorous **economic and financial appraisals** to ensure projects deliver optimal **public value** and efficiency.
9. Develop strategies for **inclusive stakeholder engagement**, building consensus, and managing expectations in complex PPP environments.
10. Integrate **environmental, social, and governance (ESG)** principles into PPP projects for long-term sustainability and **resilience**.
11. Establish effective **performance monitoring and evaluation systems** to track progress and ensure accountability.
12. Understand and apply strategies for **effective dispute resolution** and conflict management in PPP contracts.
13. Explore the application of **digital tools, data analytics, and smart technologies** to enhance PPP project management and decision-making.

Organizational Benefits

- Organizations will be equipped to successfully initiate, finance, and manage complex infrastructure and service delivery projects.
- Better leverage private sector capital, expertise, and innovation, reducing strain on public budgets.
- Develop a proactive approach to identifying, assessing, and mitigating financial, operational, and political risks in projects.

- Ensure that public investments in PPPs deliver optimal economic and social returns.
- Foster a culture of accountability and transparency in PPP project implementation.
- Implement internationally recognized standards and approaches in PPP development and management.
- Position the organization as a leader in innovative and sustainable infrastructure development.
- Build stronger, more effective partnerships between public and private entities.

Target Audience

1. Individuals involved in public policy, planning, and infrastructure development at national and sub-national levels.
2. Professionals responsible for identifying, developing, and overseeing public projects.
3. Firms and individuals involved in infrastructure development, project finance, and investment.
4. Banks, investment funds, and multilateral development banks involved in financing large-scale projects.
5. Lawyers specializing in project finance, contract law, and public sector engagements.
6. Advisors providing services in feasibility studies, risk assessment, and project management for PPPs.
7. Professionals involved in the design, construction, and operation of infrastructure assets.
8. Organizations working on development projects seeking to leverage PPPs for greater impact.

Course Outline

Module 1: Introduction to Public-Private Partnerships (PPPs) & Global Context

- Defining PPPs: Evolution, rationale, and diverse models
- Global Landscape of PPPs: International trends, success factors, and common pitfalls.
- Key Drivers for PPPs: Bridging the infrastructure gap, private capital mobilization, efficiency gains.
- PPP vs. Traditional Procurement & Privatization: Understanding the distinctions and appropriate applications.
- **Case Study:** *Mersey Gateway Bridge, UK:* A successful estuarial crossing project delivered through a PPP, highlighting financial structure and public benefits.

Module 2: PPP Project Identification, Feasibility, and Appraisal

- Project Screening & Prioritization: Identifying viable projects aligned with national development priorities.
- Technical Feasibility: Assessing engineering, environmental, and social aspects.
- Economic Feasibility & Cost-Benefit Analysis: Quantifying societal benefits and economic viability.
- Financial Feasibility & Value for Money (VfM) Analysis: Assessing commercial viability and optimal procurement choice.
- **Case Study:** *Lekki-Epe Expressway, Nigeria:* Examining the challenges and successes in the feasibility and appraisal of a major toll road PPP in an emerging market.

Module 3: PPP Financial Structuring & Project Finance

- Understanding Project Finance: Concepts, principles, and its application in PPPs.
- Sources of Finance: Debt and Equity
- Financial Modeling Basics: Key metrics and scenario analysis.
- Risk Allocation in Finance: Distributing financial risks between public and private partners.

- **Case Study:** *Queen Alia International Airport, Jordan:* A landmark airport expansion PPP financed through a complex project finance structure involving multiple international lenders.

Module 4: Legal & Regulatory Frameworks for PPPs

- Enabling Legislation & Policy: Developing a robust legal and institutional environment for PPPs.
- Contractual Frameworks: Key clauses, covenants, and legal enforceability in PPP agreements.
- Institutional Arrangements: Role of PPP Units, regulatory bodies, and oversight mechanisms.
- Dispute Resolution Mechanisms: Arbitration, mediation, and other avenues for resolving conflicts.
- **Case Study:** *Kenya's PPP Act 2013 (and subsequent amendments):* Analysis of a national PPP legal framework, its strengths, and areas for improvement.

Module 5: PPP Procurement and Bid Evaluation

- Procurement Models: Competitive dialogue, negotiated procedure, and single-source contracting.
- Preparing Tender Documents: Request for Qualification (RFQ), Request for Proposal (RFP), and Invitation to Bid (ITB).
- Bid Evaluation Criteria: Technical, financial, legal, and environmental considerations.
- Due Diligence for Bidders: Assessing capabilities and financial standing of private consortia.
- **Case Study:** *Victoria Desalination Plant, Australia:* A complex PPP procurement process, highlighting the challenges of managing competitive bids and environmental considerations.

Module 6: PPP Contract Negotiation & Management

- Negotiation Strategies: Key principles, tactics, and ensuring win-win outcomes.
- Contract Drafting & Key Provisions: Payment mechanisms, performance standards, force majeure, termination clauses.
- Contract Administration & Monitoring: Performance dashboards, reporting requirements, and managing variations.
- Change Management & Renegotiation: Addressing unforeseen circumstances and adapting contracts over time.
- **Case Study:** *Highways England A14 Cambridge to Huntingdon Improvement Scheme, UK:* Examining the contract management aspects of a major road infrastructure PPP, including performance incentives and dispute resolution.

Module 7: Risk Management in PPP Projects

- Identifying & Assessing Risks: Political, regulatory, construction, operational, demand, and financial risks.
- Risk Allocation Strategies: Assigning risks to the party best able to manage them.
- Risk Mitigation Techniques: Guarantees, insurance, contractual provisions, and contingency planning.
- Monitoring & Reporting Risks: Establishing continuous risk oversight frameworks.
- **Case Study:** *Nairobi-Mombasa SGR, Kenya (aspects related to PPP financing):* Analyzing the various risks encountered in a large-scale infrastructure project and their management.

Module 8: Post-Signature Management, Sustainability & Emerging Trends

- Performance Monitoring & Benchmarking: Ensuring service delivery standards and value for money post-construction.
- Stakeholder Engagement Throughout the Lifecycle: Maintaining relationships with government, community, and civil society.
- Environmental, Social, and Governance (ESG) in PPPs: Integrating sustainability criteria and impact assessment.
- Handback & Exit Strategies: Planning for the end of the concession period.
- Emerging Trends: Digitalization, green PPPs, social PPPs, and resilience in infrastructure.
- **Case Study:** *Social Housing PPPs in Brazil:* Exploring the long-term management and social impact of PPPs in the social infrastructure sector.

Training Methodology

This training course will adopt a highly **interactive and practical methodology** to ensure maximum learning and engagement. The approach will combine:

- **Expert-Led Presentations:** Clear and concise delivery of theoretical concepts.
- **Interactive Discussions & Q&A:** Fostering knowledge sharing and critical thinking.
- **Real-World Case Studies Analysis:** In-depth examination of successful and challenging PPP projects globally and regionally.
- **Group Exercises & Workshops:** Collaborative problem-solving and application of learned concepts.
- **Practical Tools & Templates:** Providing actionable resources for immediate application.
- **Role-Playing Simulations:** Simulating negotiation and decision-making scenarios.
- **Guest Speakers:** Insights from experienced PPP practitioners, financiers, and government officials (where feasible).

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
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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