Strategic Management of Public-Private Partnerships Training Course



Ref: #CS2329

Course Introduction / Overview:

Public-Private Partnerships (PPPs) have emerged as a critical mechanism for delivering large-scale infrastructure projects and public services globally. This intensive training course provides a comprehensive strategic overview of the entire PPP lifecycle, from initial conception to long-term operational management. It is designed to equip senior leaders with the sophisticated knowledge required to navigate the complexities of structuring, financing, and executing successful PPPs. Drawing on established principles and contemporary case studies, the curriculum delves into the core concepts articulated by leading experts like E.R. Yescombe in his seminal work, "Public-Private Partnerships: Principles of Policy and Finance". Participants will explore the intricate balance between public sector objectives and private sector incentives, mastering the tools for effective risk allocation, financial modeling, and legal framework analysis. BIG BEN Training Center has developed this program to move beyond theoretical knowledge, focusing on the practical application of strategies that ensure value for money, bankability, and sustainable project outcomes, empowering executives to lead transformative infrastructure initiatives with confidence and strategic foresight.

Target Audience / This training course is suitable for:

- Chief Executive Officers and Board Members.
- Chief Financial Officers and Finance Directors.
- Senior Government Officials and Public Sector Managers.
- Heads of Infrastructure and Project Finance.
- Directors of Strategic Planning and Business Development.
- Legal Counsel and Corporate Lawyers.
- Investment Bankers and Financial Advisors.
- Senior Project and Program Managers.
- Policy Advisors and Regulatory Specialists.

Target Sectors and Industries:

- Infrastructure and Construction.
- Energy, Utilities, and Renewable Resources.
- Transportation including roads, rail, and airports.
- Healthcare and Social Infrastructure.
- Water and Waste Management.
- Telecommunications and Information Technology.
- Government Agencies and Public Sector Bodies.
- Banking and Financial Services.

Target Organizations Departments:

- Executive Management and Leadership.
- Finance and Treasury Departments.
- Legal and Compliance Departments.
- Strategic Planning and Corporate Development.
- Project Management Office (PMO).
- Procurement and Contract Management.
- Policy and Regulatory Affairs.
- Operations Management.

Course Offerings:

By the end of this course, the participants will have able to:

- Develop a comprehensive PPP strategy aligned with organizational and public policy goals.
- Analyze and structure complex PPP financial models and funding arrangements.
- Master the principles of risk identification, allocation, and mitigation in PPP projects.
- Navigate the legal and regulatory frameworks governing PPP procurement and contracts.
- Lead effective negotiation and stakeholder management processes throughout the PPP lifecycle.
- Evaluate the value for money (VfM) and bankability of potential PPP initiatives.
- Implement robust performance monitoring and contract management systems.
- Critically assess international best practices and apply lessons from successful and failed PPPs.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be highly interactive, experiential, and directly applicable to the professional challenges faced by senior executives. This course moves beyond traditional lectures to foster a dynamic learning environment where participants actively engage with the material. The program is built upon a foundation of real-world case studies, allowing attendees to dissect complex PPP projects from various global contexts, analyze strategic decisions, and debate outcomes. Facilitated group discussions and collaborative workshops encourage the sharing of diverse perspectives and experiences, enriching the learning process for all. A significant portion of the course is dedicated to practical exercises and simulations, such as mock negotiation sessions for concession agreements and risk allocation workshops. This hands-on approach ensures that theoretical concepts are translated into tangible skills. Our expert facilitators provide continuous feedback and guide
articipants in developing strategic roadmaps for their own organizational contexts, ensuring they leave with not just knowledge, but a clear action plan for implementing effective PPP strategies.

Course Agenda (Course Units):

Unit One: Foundations and Strategic Context of PPPs

- Introduction to Public-Private Partnerships.
- The evolution and rationale for using PPP models.
- Key terminology and concepts in the PPP landscape.
- Types of PPP models (e.g., BOT, DBFO, Concessions).
- The role of government and the private sector.
- Understanding the Value for Money (VfM) framework.
- Identifying and screening potential PPP projects.

Unit Two: The PPP Legal and Regulatory Framework

- Developing a national and sectoral PPP policy.
- Essential elements of a robust PPP legal structure.
- The PPP procurement process from start to finish.
- Standardization of contracts and legal documentation.
- Managing unsolicited proposals and competitive dialogue.
- Key legal issues in PPP agreements.
- Dispute resolution mechanisms in PPP contracts.

Unit Three: Financial Structuring and Risk Management in PPPs

- Fundamentals of project finance for PPPs.
- Building and interpreting complex PPP financial models.
- Sources of debt and equity for PPP projects.
- The concept of bankability and attracting investors.
- A comprehensive framework for risk identification and analysis.
- The art and science of risk allocation and mitigation.
- Government support mechanisms and financial guarantees.

Unit Four: Managing the PPP Lifecycle from Procurement to Operations

- The pre-procurement and transaction structuring phase.
- Best practices in tender design and evaluation.
- Mastering the art of PPP negotiation.
- Effective stakeholder engagement and communication strategies.
- Contract management and administration post-financial close.
- Developing and implementing key performance indicators (KPIs).
- Managing contract variations and renegotiations.

Unit Five: Advanced Strategies and Global Best Practices

- Strategies for managing distressed or failing PPP projects.
- The future of PPPs: trends in green infrastructure and technology.
- In-depth analysis of successful international PPP case studies.
- Lessons learned from high-profile PPP failures.
- Developing a strategic PPP roadmap for your organization.
- Social impact and sustainability considerations in modern PPPs.
- Leadership skills for championing PPP initiatives.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

Given the inherent tension between public service goals and private profit motives, how can governments design PPP frameworks that ensure long-term value for citizens without stifling private sector innovation and investment?

What unique qualities does this course offer compared to other courses?

This course distinguishes itself by focusing squarely on the strategic executive perspective, moving beyond the purely technical aspects of PPPs that dominate many introductory programs. While other courses may concentrate on the mechanics of financial modeling or contract drafting, this program emphasizes the leadership and strategic decision-making required to champion a PPP from concept to successful operation. We delve into the nuances of negotiation, political risk management, and long-term stakeholder alignment, which are critical for senior leaders. The curriculum is built around a curated selection of complex, real-world case studies, forcing participants to grapple with the same ambiguities and pressures faced by executives in the field. Rather than just presenting theory, BIG BEN Training Center facilitates a peer-to-peer learning environment where senior professionals from public and private sectors can debate and co-create solutions. The focus is not on tools, but on cultivating the strategic foresight needed to structure partnerships that are resilient, financially viable, and deliver genuine public value over decades.