Global Strategic Management and Governance of Public-Private Partnerships Training Course

14 - 18 Dec 2026

Baku

5100 € (Per Person)

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Course Introduction / Overview:

Public-Private Partnerships, or PPPs, are a vital mechanism for delivering large-scale infrastructure and public services by combining the resources and expertise of both the public and private sectors. This training course from BIG BEN Training Center offers a deep dive into the strategic management and governance of these complex arrangements. Participants will find out how to successfully navigate the entire PPP lifecycle, from initial project conceptualization to long-term contract management and performance monitoring. Unlike traditional training that focuses on a single aspect, this course provides an integrated, holistic perspective. It covers the legal frameworks, financial structuring, risk allocation, and stakeholder engagement crucial for building sustainable and impactful projects. Drawing on the insights of leading academic authors in the field, such as Dr. Akintola Adejumo and his book Public-Private Partnership in Development: Theory and Practice, the curriculum is grounded in both theoretical principles and real-world application. By the end of this program, you will possess the skills needed to design, implement, and oversee PPPs that create genuine value for money while addressing the complex challenges of urban development, environmental sustainability, and social equity. This is a comprehensive look at what makes these partnerships thrive.

Target Audience / This training course is suitable for:

- Public sector officials and government employees involved in infrastructure and service delivery.
- Private sector executives, investors, and project managers pursuing collaboration with government entities.
- Financial analysts, legal advisors, and consultants specializing in infrastructure development.
- Urban planners and policymakers working on municipal or national development projects.
- Academics and researchers are interested in public policy and governance.

Target Sectors and Industries:

- Government agencies and ministries.
- Infrastructure and construction industries.
- Energy, utilities, and transportation sectors.
- Healthcare and education services.
- Telecommunications.
- Financial services.
- Target Institutional Departments:
- Public Works and Infrastructure.
- Finance and Treasury.

- Legal and Regulatory Affairs.
- Strategic Planning and Development.
- Project Management Offices.
- Urban and Regional Planning.

Course Offerings:

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

- Assess the legal and institutional frameworks governing PPP projects globally.
- Develop robust financial models and secure funding for public-private partnership initiatives.
- Formulate effective risk allocation strategies to ensure project viability and success.
- Structure and negotiate complex PPP contracts and concession agreements.
- Implement a governance framework that promotes transparency and accountability.
- Establish key performance indicators for monitoring project outcomes and value for money.
- Apply best practices for stakeholder engagement and conflict resolution in multi-party projects.

Course Methodology:

This training course uses a mix of interactive and practical learning methods designed to immerse participants in the real-world complexities of PPPs. Our approach includes detailed case studies of both successful and unsuccessful projects, allowing participants to analyze critical decisions and their long-term consequences. There will be hands-on workshops and group exercises focused on financial modeling, risk analysis, and contract negotiation. To support this, we use a simulation-based approach where teams assume the roles of different stakeholders, such as public sector authorities, private investors, and legal advisors. This provides a safe environment for you to test strategies and hone your decision-making skills. BIG BEN Training Center also incorporates lively, Socratic-style discussions and expert-led talks to challenge assumptions and deepen understanding. The course also includes a final capstone project where participants develop a comprehensive PPP proposal, applying all of the concepts learned throughout the five days. The blend of theoretical knowledge with practical application ensures that participants leave with a toolkit of skills they can use right away to navigate the intricacies of public-private partnerships.

Course Agenda (Course Units):

Unit One: Fundamentals of Public-Private Partnerships.

- Introduction to PPPs: definitions, rationale, and global trends.
- Types of PPP models: from service contracts to concessions and BOTs.
- The PPP lifecycle: from project identification to long-term management.
- Critical success factors and common pitfalls.
- Role of governance and institutional frameworks.
- The concept of Value for Money and Public Sector Comparator.
- PPP feasibility and project screening.

Unit Two: Legal and Financial Structuring.

- Legal frameworks and enabling legislation for PPPs.
- Key clauses and legal considerations in PPP contracts.
- Project finance and financial structuring models.
- Understanding funding sources: public, private, and blended finance.
- Financial modeling and cash flow analysis.
- Public sector supports mechanisms and guarantees.
- Negotiating financial terms and revenue models.

Unit Three: Risk Allocation and Management.

- PPP risk management framework.
- Identifying, assessing, and mitigating risks.
- Risk allocation between public and private partners.
- Developing a comprehensive risk matrix.
- Case studies in risk allocation and dispute resolution.
- Socio-political and environmental risks.
- Managing project performance and compliance.

Unit Four: Procurement and Contract Management.

- Principles of PPP procurement: competitive bidding and transparency.
- Preparing and issuing Requests for Proposals (RFPs).
- Tender evaluation and selection of the private partner.
- Contract negotiation techniques and strategies.
- Contract management and administration throughout the project lifecycle.
- Performance monitoring and reporting.
- Managing contract variations and renegotiations.

Unit Five: Stakeholder Engagement and Sustainable Development.

- Identifying and mapping key PPP stakeholders.
- Developing a stakeholder engagement and communication plan.
- Building public trust and managing public opinion.
- Integrating environmental and social safeguards into projects.
- PPP's contribution to Sustainable Development Goals (SDGs).
- Ethical considerations and anti-corruption measures.
- Case study: a global project.

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:

What strategic and ethical considerations must policymakers weigh when allocating a long-term public service to a private entity through a PPP.

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

This training course distinguishes itself by offering a truly integrated and hands-on approach to managing PPPs. Rather than just going over theory, our curriculum brings the entire PPP lifecycle to life with extensive, real-world case studies and interactive simulations. You won't just learn about financial models; you will build them. You won't just hear about negotiation strategies; you'll practice them in mock sessions. The program's focus on governance and ethics is a core differentiator, giving you a strong grounding in the principles of transparency and accountability that are crucial for building public trust and ensuring a project's long-term success. We move beyond simple tools and techniques, emphasizing the strategic mindset needed to navigate the complex relationships between multiple stakeholders. By connecting legal, financial, and management principles into one cohesive framework, this course equips you with the comprehensive skills to lead and manage successful public-private collaborations. You will be prepared not just to secure a deal but to ensure the project delivers sustained value and positive social impact.