Public Private Partnership (PPP) Mastery: Strategies & Skills

26 – 30 July 2027
Munich (Germany)



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Ref: 321502_140454 **Date:** 26 – 30 July 2027 **Location:** Munich (Germany) **Fees:** 5200 GBP

Why This Course

Public-private partnerships PPPs are increasingly used to deliver critical infrastructure and services, requiring a careful balance between public objectives and private sector efficiency. Successful PPP projects demand a deep understanding of project selection, risk management, financial structuring, and long-term contract oversight.

This intensive 1-week program equips professionals with the knowledge, tools, and practical skills needed to plan, implement, and manage PPP initiatives effectively across diverse sectors. Participants gain hands-on experience in financial modeling, stakeholder engagement, procurement, and contract management to ensure sustainable and high-performing partnerships.

What You'll Learn and Practice

By attending this course, you will:

- Understand PPP concepts, models, and global best practices
- Conduct project selection, feasibility studies, and financial modeling
- Apply risk identification, allocation, and mitigation strategies
- Engage stakeholders effectively throughout the project lifecycle
- Navigate legal, regulatory, and governance frameworks for PPPs
- Manage procurement, contract negotiation, and long-term project operations
- Draw practical insights from real-world case studies and expert guidance

The Program Flow

Day 1: PPP Fundamentals and Project Selection

- Introduction to PPP concepts, models, and global trends
- Policy frameworks and enabling environments
- Project screening and selection methodologies
- Sector-specific considerations for PPPs
- Case studies of successful and failed PPP projects



Day 2: PPP Feasibility and Financial Modeling

- Economic and financial viability assessments
- Financial modeling techniques and best practices
- Value for Money VfM analysis and Public Sector Comparator PSC
- Funding and financing options for PPP projects
- Hands-on financial modeling exercise

Day 3: Risk Management and Stakeholder Engagement

- PPP risk identification, assessment, and allocation strategies
- Risk mitigation and management techniques
- Stakeholder mapping and engagement strategies
- Environmental and social impact assessments
- Political and regulatory risk management

Day 4: PPP Procurement and Contract Negotiation

- PPP procurement processes and best practices
- Tender document preparation and evaluation
- Key clauses in PPP contracts and agreements
- Negotiation strategies for PPP deals
- Contract management and dispute resolution mechanisms

Day 5: PPP Implementation and Long-term Management

- Transition and mobilization phase management
- Performance monitoring and KPI frameworks
- Renegotiation and contract amendments
- Managing stakeholder relationships throughout the project lifecycle
- Emerging trends and innovations in PPP

Individual Impact

Participants will leave the course with:

- The ability to assess and select viable PPP projects across sectors
- Proficiency in developing robust financial models for PPP initiatives
- Skills to identify, allocate, and mitigate project risks effectively
- Enhanced capacity to engage stakeholders and manage complex contracts

Organizational Impact

Organizations will benefit through:



- Improved project selection and investment decision-making
- Stronger risk management and stakeholder engagement processes
- Enhanced capacity to negotiate and manage long-term PPP contracts
- Increased likelihood of successful, sustainable, and high-performing partnerships

Training Methodology

This program emphasizes practical learning through:

- Real-world PPP case studies and lessons learned
- Hands-on financial modeling exercises
- Group workshops on risk assessment and stakeholder mapping
- Simulations of procurement, negotiation, and contract management

Beyond the Course

Upon completion, participants will be equipped to:

- Select, plan, and structure PPP projects confidently
- Develop financial models and evaluate economic and social impacts
- Implement risk management and stakeholder engagement strategies
- Oversee procurement, contract negotiation, and long-term project management
- Apply best practices to drive sustainable and high-value PPP outcomes

This course provides a practical, structured pathway for professionals seeking to excel in the planning, execution, and management of PPP initiatives.

