

Public Private Partnership: Negotiating & Managing PPPs

Special Workshops
Düsseldorf (Germany)
14 - 18 Jul 2025

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A large, detailed image of chess pieces on a checkered board. In the foreground, a gold king piece stands prominently on a light square. To its left, a silver pawn piece is on a dark square. Further back, another silver pawn piece is visible on a light square. The background features concentric circles radiating from behind the king piece, creating a sense of depth and focus.

Public Private Partnership: Negotiating & Managing PPPs

Ref: 321535_140774 **Date:** 14 - 18 Jul 2025 **Location:** Düsseldorf (Germany) **Fees:** 4200 Euro

Course Description

This intensive 5-day course equips participants with the knowledge and skills to effectively negotiate and manage Public-Private Partnerships PPPs. Covering PPP fundamentals, legal frameworks, financial modeling, risk management, and contract design, the course provides a comprehensive understanding of PPP implementation. Participants will engage in practical exercises and case studies to develop expertise in PPP negotiation and management.

Learning Objectives

- Understand PPP concepts, models, and best practices
- Develop skills in PPP contract negotiation and risk allocation
- Learn financial modeling and analysis techniques for PPP projects
- Master strategies for effective PPP contract management and monitoring
- Gain insights into dispute resolution and stakeholder management in PPPs

Course Modules

Day 1: PPP Fundamentals and Frameworks

- Introduction to PPP concepts and models
- Global trends and best practices in PPPs
- Legal and regulatory frameworks for PPPs
- Identifying and screening potential PPP projects

Day 2: PPP Financial Structuring and Analysis

- Financial modeling for PPP projects
- Risk-adjusted financial analysis
- Funding and financing mechanisms for PPPs
- Value for Money VfM analysis

Day 3: PPP Risk Management and Allocation

- Identifying and categorizing PPP risks
- Risk allocation strategies and principles
- Developing risk matrices and mitigation plans
- Case studies in PPP risk management

A graphic of a chessboard with several chess pieces (king, queen, rook, knight, and pawns) in gold and silver. The text 'UK Training PARTNER' is overlaid on the board.

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Day 4: PPP Contract Design and Negotiation

- Key elements of PPP contracts
- Negotiation strategies and techniques
- Performance indicators and payment mechanisms
- Dispute resolution clauses and mechanisms

Day 5: PPP Implementation and Contract Management

- Contract management best practices
- Monitoring PPP performance and compliance
- Managing stakeholder relationships
- Handling variations, renegotiations, and early termination

Practical Wins for Participants

- Ability to structure and negotiate balanced PPP contracts
- Skills to develop comprehensive financial models for PPP projects
- Expertise in managing PPP risks and stakeholder relationships
- Capacity to effectively monitor and manage long-term PPP contracts

A graphic of a chessboard with several chess pieces. A large gold king piece is prominent in the foreground, with a silver pawn and a silver knight behind it. The board has a checkered pattern, and there are concentric circles in the background.

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