PPP Commercial Negotiations Training Course

Professional Development Training Course Outline

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

Course Introduction

Public-Private Partnerships Commercial Negotiations Training Course provides a practical and strategic framework for professionals involved in complex Public-Private Partnerships transactions, infrastructure investment, project finance, procurement, contract structuring, and commercial decision-making. The course develops advanced competencies in commercial negotiation strategy, value creation, risk allocation, financial modelling, contract terms, concession agreements, transaction structuring, stakeholder engagement, and dispute prevention. Participants will learn how to evaluate commercial positions, develop negotiation strategies, manage competing interests, and achieve balanced outcomes that protect public value while maintaining private-sector investment attractiveness.

The programme combines negotiation theory with practical Public-Private Partnerships transaction scenarios, financial considerations, legal-commercial interfaces, and international case studies. Participants will explore negotiation planning, bargaining techniques, pricing mechanisms, risk-sharing arrangements, performance requirements, termination provisions, financing conditions, government support measures, and contract implementation challenges. Through simulations, role plays, case studies, group exercises, and scenario-based discussions, participants will strengthen their ability to negotiate commercially sustainable Public-Private Partnerships agreements and manage high-value infrastructure transactions across different jurisdictions.

Programme Curriculum

Public-Private Partnerships Commercial Negotiations Training Course

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Course Objectives

By the end of the course, participants will be able to:

1. Develop advanced Public-Private Partnerships commercial negotiation strategies.
2. Apply strategic bargaining and value-creation techniques.
3. Evaluate financial, contractual, and commercial negotiation positions.
4. Structure effective risk allocation and risk-sharing arrangements.
5. Negotiate concession, payment, tariff, and performance mechanisms.
6. Apply stakeholder management and collaborative negotiation approaches.
7. Assess private-sector investment requirements and bankability considerations.
8. Manage difficult negotiations, deadlocks, and competing interests.
9. Integrate financial modelling into commercial negotiation decisions.
10. Strengthen contract negotiation and transaction management capabilities.
11. Apply international Public-Private Partnerships negotiation practices.
12. Prevent disputes through effective commercial agreement design.
13. Achieve sustainable, value-for-money Public-Private Partnerships outcomes.

Organizational Benefits

- Improved commercial negotiation capabilities.
- Stronger contract and transaction outcomes.
- Better risk allocation and financial sustainability.
- Enhanced value-for-money decision-making.
- Improved investor and lender confidence.
- Reduced contractual disputes and negotiation delays.
- Stronger stakeholder alignment.
- More effective infrastructure investment management.
- Improved project bankability and commercial viability.
- Enhanced institutional negotiation capacity.

Target Audiences

1. Public-Private Partnerships professionals and managers.
2. Government officials and public-sector decision-makers.
3. Infrastructure investment and project finance professionals.
4. Procurement and contract management specialists.
5. Legal and commercial advisers.
6. Private-sector developers and investors.
7. Financial institutions, lenders, and transaction advisers.
8. Consultants, negotiators, and infrastructure project specialists.

Course Duration: 5 days

Course Modules

Module 1: Foundations of Public-Private Partnerships Commercial Negotiations

- Principles and objectives of commercial negotiations.
- Public-sector and private-sector negotiation perspectives.
- Commercial drivers, incentives, and constraints.
- Negotiation preparation and strategic positioning.
- Value creation versus value distribution.
- Global case study: United Kingdom infrastructure partnership negotiations.

Module 2: Negotiation Strategy, Planning and Preparation

- Negotiation objectives, priorities, and fallback positions.
- Best Alternative to a Negotiated Agreement and reservation positions.
- Stakeholder mapping and negotiation power analysis.
- Negotiation teams, mandates, and decision authority.
- Negotiation intelligence and scenario planning.
- Global case study: Australian infrastructure transaction negotiations.

Module 3: Financial and Commercial Negotiation

- Project finance principles and commercial assumptions.
- Revenue models, tariffs, availability payments, and subsidies.
- Financial model assumptions and negotiation implications.
- Investment returns, affordability, and value-for-money considerations.
- Bankability requirements and lender expectations.
- Global case study: Indian highway Public-Private Partnerships transactions.

Module 4: Risk Allocation and Contractual Negotiations

- Identification and categorization of Public-Private Partnerships risks.

- Principles of efficient risk allocation.
- Construction, demand, operational, political, and financial risks.
- Government support, guarantees, and compensation mechanisms.
- Risk-sharing and renegotiation provisions.
- Global case study: Latin American transport infrastructure concessions.

Module 5: Negotiating Key Commercial Contract Terms

- Payment structures and performance-based mechanisms.
- Tariff adjustment and indexation provisions.
- Service standards and performance indicators.
- Change-in-law and force majeure provisions.
- Termination, compensation, and step-in rights.
- Global case study: European transport concession negotiations.

Module 6: Advanced Bargaining and Stakeholder Management

- Integrative and distributive negotiation techniques.
- Managing difficult stakeholders and conflicting interests.
- Persuasion, influence, communication, and active listening.
- Managing cultural differences in international negotiations.
- Handling pressure, deadlocks, and negotiation breakdowns.
- Global case study: Cross-border infrastructure negotiations in Africa.

Module 7: Negotiation Simulation, Disputes and Renegotiation

- Commercial negotiation simulations and role-play exercises.
- Managing contractual amendments and variations.
- Dispute avoidance and early-resolution strategies.
- Renegotiating under financial or operational stress.
- Mediation, escalation, and settlement considerations.
- Global case study: Public-Private Partnerships renegotiation in Latin American infrastructure.

Module 8: Transaction Closure and Sustainable Commercial Agreements

- Final negotiation, approvals, and transaction documentation.
- Commercial due diligence and negotiation close-out.
- Ensuring contractual sustainability and bankability.
- Governance of negotiated agreements after financial close.
- Lessons learned and continuous negotiation improvement.
- Global case study: Major transport Public-Private Partnerships in the Middle East.

Training Methodology

- Interactive instructor-led presentations and facilitated discussions.
- Practical negotiation simulations, role plays, and transaction exercises.
- International Public-Private Partnerships case studies and comparative analysis.
- Group workshops involving commercial, financial, and contractual scenarios.
- Scenario-based problem solving and negotiation strategy exercises.
- Peer learning, experience sharing, feedback, and guided reflection.

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

Start Date	End Date	Location	Price
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

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com