PPP Investment Readiness 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 Investment Readiness Training Course provides a practical and strategic framework for organizations, governments, public agencies, infrastructure authorities, development institutions, and private-sector stakeholders seeking to prepare bankable projects for investment. The course focuses on investment readiness, project preparation, financial structuring, risk allocation, feasibility assessment, investor engagement, procurement strategy, public-private investment models, and sustainable infrastructure development. Participants will develop the capabilities required to transform project concepts into credible, commercially attractive, and investment-ready Public-Private Partnerships.

The course also examines global investment trends, institutional readiness, financial modelling, market sounding, transaction advisory processes, environmental and social considerations, legal frameworks, and investor due diligence. Through practical exercises and international case studies, participants will learn how to identify investment gaps, strengthen project pipelines, improve project bankability, structure appropriate financing, and communicate investment opportunities effectively to domestic and international investors. The training supports improved infrastructure delivery, capital mobilization, economic development, and long-term Public-Private Partnerships performance.

Programme Curriculum

Public-Private Partnerships Investment Readiness Training Course

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Course Objectives

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

1. Assess Public-Private Partnerships investment readiness and institutional capacity.
2. Develop bankable infrastructure project concepts and investment pipelines.
3. Apply financial modelling and investment appraisal techniques.
4. Evaluate project feasibility, affordability, and commercial viability.
5. Design effective risk allocation and financial structures.
6. Strengthen investor confidence through due diligence and transparency.
7. Develop strategies for private capital mobilization and blended finance.
8. Apply market sounding and investor engagement techniques.
9. Integrate environmental, social, governance, and sustainability requirements.
10. Develop investment-ready business cases and project documentation.
11. Improve procurement and transaction preparation processes.
12. Evaluate international Public-Private Partnerships investment practices.
13. Create actionable investment-readiness improvement plans.

Organizational Benefits

- Stronger bankable project pipelines.
- Improved investor confidence and market credibility.
- Better financial and commercial decision-making.
- Enhanced private capital mobilization.
- Improved project preparation and feasibility assessment.
- Stronger institutional and governance capacity.
- More effective risk allocation and mitigation.
- Improved procurement and transaction management.
- Greater infrastructure investment opportunities.
- Enhanced sustainable development outcomes.

Target Audiences

1. Public-Private Partnerships unit professionals.
2. Government and public-sector executives.
3. Infrastructure project managers.

4. Investment and finance professionals.
5. Development finance institution specialists.
6. Private-sector investors and developers.
7. Legal, procurement, and transaction advisors.
8. Consultants and infrastructure policy professionals.

Course Duration: 5 days

Course Modules

Module 1: Public-Private Partnerships Investment Readiness Fundamentals

- Principles and dimensions of investment readiness.
- Institutional, financial, legal, and commercial readiness.
- Investment pipeline development and prioritization.
- Bankability and investor attractiveness.
- Investment-readiness assessment frameworks.
- Global case study: United Kingdom Public-Private Partnerships project preparation.

Module 2: Project Identification, Screening and Preparation

- Project identification and strategic alignment.
- Preliminary screening and project prioritization.
- Feasibility studies and business case development.
- Demand, market, technical, and economic assessments.
- Project preparation facilities and advisory support.
- Global case study: India infrastructure project preparation initiatives.

Module 3: Financial Viability and Bankability

- Financial modelling and investment appraisal.
- Revenue models, tariffs, and payment mechanisms.
- Affordability, value for money, and fiscal impact.
- Capital structure and financing requirements.
- Sensitivity, scenario, and stress testing.
- Global case study: South Africa infrastructure financing.

Module 4: Risk Allocation and Investment Structuring

- Identification and classification of project risks.
- Risk allocation between public and private partners.
- Credit enhancement and risk mitigation.
- Guarantees, insurance, and contingent liabilities.

- Blended finance and innovative financing structures.
- Global case study: Kenya infrastructure Public-Private Partnerships.

Module 5: Investor Engagement and Market Sounding

- Investor mapping and stakeholder analysis.
- Market sounding and investor consultations.
- Investment promotion and project positioning.
- Data rooms, disclosures, and investor due diligence.
- Negotiation and investor communication strategies.
- Global case study: Australia investor engagement practices.

Module 6: Legal, Regulatory, Environmental and Social Readiness

- Legal and regulatory requirements for investment.
- Contractual frameworks and regulatory certainty.
- Environmental and social safeguards.
- Governance, transparency, and accountability.
- Environmental, social, and governance investment considerations.
- Global case study: Brazil sustainable infrastructure Public-Private Partnerships.

Module 7: Procurement and Transaction Readiness

- Procurement strategy and transaction planning.
- Prequalification and competitive bidding.
- Request for proposals and evaluation frameworks.
- Transaction advisory and documentation requirements.
- Negotiation, financial close, and contract management.
- Global case study: Canada infrastructure procurement.

Module 8: Investment Readiness Action Planning

- Investment-readiness gap analysis.
- Project improvement and capacity-building priorities.
- Investment promotion and capital mobilization plans.
- Performance indicators and readiness monitoring.
- Development of organizational investment-readiness roadmaps.
- Global case study: Philippines infrastructure investment pipeline.

Training Methodology

- Instructor-led presentations and interactive discussions.
- Practical Public-Private Partnerships investment-readiness exercises.
- Financial modelling and project appraisal workshops.
- Group activities, simulations, and investor engagement exercises.
- International case studies and best-practice analysis.
- Project clinics, peer learning, and expert feedback.

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
23 Nov 2026	27 Nov 2026	Physical	$1,500

Start Date	End Date	Location	Price
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