PPP Transaction Management 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 Partnership Transaction Management Training Course provides a practical and strategic framework for managing Public-Private Partnership transactions from project identification and feasibility assessment through procurement, negotiation, financial close, contract award, and implementation. The course develops advanced capabilities in Public-Private Partnership transaction structuring, project preparation, procurement strategy, risk allocation, financial modelling, value-for-money assessment, commercial negotiations, legal due diligence, stakeholder engagement, and transaction advisory. Participants gain practical knowledge for delivering bankable, transparent, competitive, and sustainable Public-Private Partnership projects aligned with national infrastructure priorities.

The programme focuses on modern Public-Private Partnership transaction management practices, including digital transformation, climate-resilient infrastructure, blended finance, institutional governance, private-sector participation, ESG considerations, contract management, and investment readiness. Through international case studies and practical exercises, participants learn how successful Public-Private Partnership transactions are structured, evaluated, procured, negotiated, financed, and brought to financial close while protecting public value and improving infrastructure delivery outcomes.

Programme Curriculum

Public-Private Partnership Transaction Management Training Course

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Course Objectives

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

1. Apply advanced Public-Private Partnership transaction management principles and frameworks.
2. Develop effective Public-Private Partnership project preparation and transaction strategies.
3. Conduct feasibility, bankability, and value-for-money assessments.
4. Structure appropriate commercial, financial, and contractual arrangements.
5. Design competitive and transparent Public-Private Partnership procurement processes.
6. Apply sophisticated risk identification, allocation, and mitigation techniques.
7. Evaluate financial models, funding structures, and investor requirements.
8. Strengthen negotiation, due diligence, and financial-close capabilities.
9. Manage stakeholder engagement and institutional coordination.
10. Integrate ESG, climate resilience, and sustainability requirements.
11. Apply digital tools and data-driven approaches to transaction management.
12. Improve Public-Private Partnership contract award, implementation, and transition processes.
13. Develop transaction strategies that maximize public value and private investment.

Organizational Benefits

- Improved Public-Private Partnership transaction preparation and execution.
- Stronger project bankability and investment readiness.
- Better risk allocation and mitigation.
- More transparent procurement and governance.
- Enhanced value-for-money outcomes.
- Improved financial and commercial decision-making.
- Stronger negotiation and contract management.
- Reduced transaction delays and implementation risks.
- Better private-sector and investor engagement.
- Increased infrastructure delivery efficiency.

Target Audiences

1. Public-Private Partnership unit professionals and transaction managers.
2. Government infrastructure and finance officials.
3. Project finance and investment professionals.

4. Legal, procurement, and contract specialists.
5. Infrastructure developers and private investors.
6. Financial advisers, consultants, and transaction advisers.
7. Development finance and multilateral institution professionals.
8. Senior executives responsible for infrastructure investment and Public-Private Partnership programmes.

Course Duration: 5 days

Course Modules

Module 1: Public-Private Partnership Transaction Lifecycle and Governance

- Public-Private Partnership transaction stages and critical decision gates.
- Institutional roles, governance structures, and accountability.
- Transaction planning, workstreams, and delivery milestones.
- Transaction teams, advisers, and stakeholder coordination.
- Governance, transparency, compliance, and decision-making.
- Global case study: United Kingdom Private Finance Initiative transactions.

Module 2: Project Identification, Preparation and Feasibility

- Public-Private Partnership project screening, prioritization, and strategic alignment.
- Technical, economic, financial, and commercial feasibility.
- Demand assessment and project viability analysis.
- Bankability, affordability, and investment-readiness testing.
- Value-for-money and public-sector comparator analysis.
- Global case study: Kenya road Public-Private Partnership project preparation.

Module 3: Public-Private Partnership Structuring and Risk Allocation

- Public-Private Partnership models, structures, and contractual arrangements.
- Revenue mechanisms, payment structures, and commercial principles.
- Risk identification, valuation, allocation, and mitigation.
- Demand, construction, operational, regulatory, and financing risks.
- Government support, guarantees, and contingent liabilities.
- Global case study: India infrastructure Public-Private Partnership risk allocation.

Module 4: Public-Private Partnership Procurement and Competitive Tendering

- Procurement strategies and market engagement.
- Prequalification, tender documentation, and evaluation criteria.
- Request for Qualification and Request for Proposal processes.
- Competitive dialogue, transparency, and integrity safeguards.

- Bid evaluation, preferred bidder selection, and approvals.
- Global case study: South Africa Public-Private Partnership procurement framework.

Module 5: Financial Modelling and Transaction Financing

- Public-Private Partnership financial models and project cash-flow analysis.
- Capital structure, debt, equity, and blended finance.
- Tariff, availability payment, and revenue modelling.
- Sensitivity analysis, financial ratios, and investor returns.
- Financing requirements, lender due diligence, and bankability.
- Global case study: Brazil transport infrastructure financing.

Module 6: Legal Due Diligence, Negotiation and Contract Award

- Legal frameworks, regulatory requirements, and due diligence.
- Key Public-Private Partnership contractual provisions and obligations.
- Negotiation strategies, commercial terms, and dispute mechanisms.
- Direct agreements, guarantees, termination, and compensation.
- Contract finalization, approvals, signing, and financial close.
- Global case study: Australia Public-Private Partnership contractual negotiations.

Module 7: Stakeholder Management, ESG and Transaction Sustainability

- Stakeholder mapping, communication, and consultation strategies.
- Environmental, social, and governance integration.
- Climate resilience and sustainable infrastructure requirements.
- Community engagement, social safeguards, and inclusion.
- Managing political, institutional, and public expectations.
- Global case study: European sustainable infrastructure Public-Private Partnerships.

Module 8: Financial Close, Implementation and Transaction Performance

- Financial-close conditions, documentation, and completion processes.
- Transition from transaction management to contract management.
- Key performance indicators, monitoring, and reporting.
- Change management, renegotiation, and dispute prevention.
- Lessons learned, transaction audits, and performance improvement.
- Global case study: Philippines infrastructure Public-Private Partnership implementation.

Training Methodology

- Instructor-led presentations and interactive technical discussions.
- Practical Public-Private Partnership transaction structuring exercises.
- Financial modelling, risk allocation, and procurement simulations.
- International case-study analysis and group problem-solving.
- Negotiation, tender evaluation, and decision-making workshops.
- Role plays involving government, investors, lenders, and advisers.
- Peer learning, facilitated discussions, and experience sharing.
- Practical assessments, action planning, and knowledge reviews.

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

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