Training Course on Public-Private Partnerships (PPPs) in Real Estate Development

Professional Development Training Course Outline

Category	Real Estate Institute	**Duration**	10 Days
Base Fee	$3,000 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Public-Private Partnerships (PPPs) in Real Estate Development represent a sophisticated and increasingly vital mechanism for delivering complex, large-scale urban development and infrastructure projects that serve both public good and private sector interests. These collaborative arrangements leverage the strengths of government (e.g., land, regulatory power, public mandate) and the private sector (e.g., capital, efficiency, innovation, expertise) to achieve shared objectives that might be unfeasible for either party alone. In an era of constrained public budgets, growing demand for infrastructure, and a focus on sustainable urban regeneration, mastering the intricacies of PPPs is paramount for developers, investors, public sector officials, and legal professionals. It enables the creation of transformative projects?from affordable housing and mixed-use urban centers to social infrastructure and transportation hubs?that drive economic growth, enhance community well-being, and provide long-term returns. Failure to understand and skillfully navigate the PPP framework can lead to missed opportunities, complex legal challenges, financial misalignment, and ultimately, a failure to deliver essential public and private value. Training Course on Public-Private Partnerships (PPPs) in Real Estate Development is meticulously designed to equip with the advanced theoretical insights and intensive practical tools necessary to excel in Public-Private Partnerships (PPPs) in Real Estate Development. We will delve into sophisticated methodologies for identifying suitable projects and conducting rigorous value-for-money assessments, master the intricacies of structuring diverse PPP models (e.g., BOT, DBFO, Concession) for real estate assets, and explore cutting-edge approaches to proactive risk allocation, innovative financing mechanisms, and complex stakeholder engagement. A significant focus will be placed on understanding the legal and regulatory frameworks, navigating procurement processes, fostering transparent governance, and measuring socio-economic impacts. By integrating industry best practices, analyzing real-world complex PPP case studies, and engaging in hands-on financial structuring, risk matrix development, and negotiation simulations, attendees will develop the strategic acumen to confidently lead and participate in successful real estate PPPs, fostering unparalleled urban transformation, economic viability, and public benefit, and securing their position as indispensable assets in the forefront of collaborative urban development.

Programme Curriculum

Training Course on Public-Private Partnerships (PPPs) in Real Estate Development

Introduction

Public-Private Partnerships (PPPs) in Real Estate Development represent a sophisticated and increasingly vital mechanism for delivering complex, large-scale urban development and infrastructure projects that serve both public good and private sector interests. These collaborative arrangements leverage the strengths of government (e.g., land, regulatory power, public mandate) and the private sector (e.g., capital, efficiency, innovation, expertise) to achieve shared objectives that might be unfeasible for either party alone. In an era of constrained public budgets, growing demand for infrastructure, and a focus on sustainable urban regeneration, mastering the intricacies of PPPs is paramount for developers, investors, public sector officials, and legal professionals. It enables the creation of transformative projects—from affordable housing and mixed-use urban centers to social infrastructure and transportation hubs—that drive economic growth, enhance community well-being, and provide long-term returns. Failure to understand and skillfully navigate the PPP framework can lead to missed opportunities, complex legal challenges, financial misalignment, and ultimately, a failure to deliver essential public and private value.

Training Course on Public-Private Partnerships (PPPs) in Real Estate Development is meticulously designed to equip with the advanced theoretical insights and intensive practical tools necessary to excel in **Public-Private Partnerships (PPPs) in Real Estate Development**. We will delve into sophisticated methodologies for **identifying suitable projects and conducting rigorous value-for-money assessments**, master the intricacies of **structuring diverse PPP models (e.g., BOT, DBFO, Concession) for real estate assets**, and explore cutting-edge approaches to **proactive risk allocation, innovative financing mechanisms, and complex stakeholder engagement**. A significant focus will be placed on understanding the legal and regulatory frameworks, navigating procurement processes, fostering transparent governance, and measuring socio-economic impacts. By integrating industry best practices, analyzing real-world complex PPP case studies, and engaging in hands-on financial structuring, risk matrix development, and negotiation simulations, attendees will develop the strategic acumen to confidently lead and participate in successful real estate PPPs, fostering unparalleled **urban transformation, economic viability, and public benefit**, and securing their position as indispensable assets in the forefront of **collaborative urban development**.

Course Objectives

Upon completion of this course, participants will be able to:

1. Analyze the fundamental principles and strategic rationale for **Public-Private Partnerships (PPPs)** in real estate development.
2. Identify and evaluate various **PPP models and structures** applicable to diverse real estate projects.
3. Master methodologies for **identifying suitable projects for PPPs** and conducting rigorous feasibility assessments.
4. Comprehend and apply best practices for **risk identification, assessment, and optimal allocation** in real estate PPPs.
5. Develop expertise in **structuring innovative financing mechanisms** for PPP real estate projects.
6. Navigate the complex **legal and regulatory frameworks** governing PPPs at different governmental levels.
7. Formulate effective strategies for **stakeholder engagement and community consensus-building** in PPPs.

8. Understand the nuances of **procurement processes and contract negotiation** for PPP real estate ventures.
9. Apply methodologies for **measuring Value for Money (VfM)** and socio-economic impact in PPP projects.
10. Explore the role of PPPs in **urban regeneration, affordable housing, and social infrastructure development**.
11. Implement robust **governance, monitoring, and dispute resolution mechanisms** for long-term PPP success.
12. Analyze **case studies of successful and challenging real estate PPPs** globally.
13. Design a comprehensive **PPP strategy and project proposal** for a real estate development initiative.

Target Audience

This course is designed for professionals engaged in or considering public-private partnerships for real estate:

1. **Real Estate Developers & Principals:** Exploring PPPs for large-scale or complex projects.
2. **Public Sector Officials (Urban Planning, Economic Development):** Initiating and managing PPP projects.
3. **Project Finance Specialists:** Structuring and advising on PPP financing.
4. **Investment Managers:** Evaluating investment opportunities in PPP real estate.
5. **Legal Professionals:** Specializing in PPP contracts and regulatory compliance.
6. **Urban Regeneration Specialists:** Utilizing PPPs for revitalizing urban areas.
7. **Consultants:** Advising public and private clients on PPP feasibility and execution.
8. **Construction Companies:** Participating in PPP consortiums and delivery.

Course Duration: 10 Days

Course Modules

Module 1: Introduction to Public-Private Partnerships (PPPs) in Real Estate

- Defining PPPs: conceptual framework, rationale, and evolution in real estate.
- Analyzing the strengths and weaknesses of public vs. private sector project delivery.
- The strategic imperative for PPPs: addressing infrastructure gaps, urban renewal, public service delivery.
- Key advantages of PPPs: risk sharing, innovation, efficiency, access to capital.
- Overview of global and regional trends in real estate PPPs.

Module 2: PPP Models & Structures for Real Estate Development

- Categorizing PPP models: Build-Operate-Transfer (BOT), Design-Build-Finance-Operate (DBFO).
- Concessions, Joint Ventures, Lease-Develop-Operate (LDO), and other models.
- Applicability of different PPP models to various real estate project types (e.g., mixed-use, affordable housing, civic centers).
- Understanding the lifecycle of a PPP project: initiation, procurement, construction, operation, hand-back.
- Hybrid models and customized structures for unique real estate challenges.

Module 3: Project Identification, Feasibility & Value for Money (VfM)

- Identifying suitable real estate projects for PPPs: strategic alignment, scale, complexity, public need.
- Conducting pre-feasibility and full feasibility studies for PPP projects.
- The concept of Value for Money (VfM) in PPPs: comparing PPP vs. traditional public procurement.

- Methodologies for VfM assessment: quantitative (e.g., Public Sector Comparator - PSC) and qualitative factors.
- Due diligence requirements specific to PPP real estate ventures.

Module 4: Risk Identification, Assessment & Optimal Allocation

- Comprehensive identification of risks in PPP real estate projects: market, financial, construction, operational, legal, political, force majeure.
- Methodologies for risk assessment: probability and impact analysis, risk registers.
- The core principle of optimal risk allocation: assigning risks to the party best able to manage them.
- Developing robust risk matrices and mitigation strategies for real estate PPPs.
- Case studies illustrating effective and ineffective risk allocation.

Module 5: Financing Mechanisms for PPP Real Estate Projects

- Sources of finance for PPPs: commercial bank debt, capital markets, institutional investors, public funds.
- Project finance structures: Special Purpose Vehicles (SPVs), non-recourse/limited recourse financing.
- Equity and debt waterfalls, security packages, and inter-creditor agreements.
- Innovative financing: green bonds, impact investing, land value capture mechanisms (e.g., TIF).
- Role of multilateral agencies and development finance institutions.

Module 6: Legal & Regulatory Frameworks for PPPs

- Understanding PPP legal frameworks: enabling legislation, policy guidelines, standard contracts.
- Regulatory bodies and their role in overseeing PPP projects.
- Contractual agreements: Project Agreement, Loan Agreements, Direct Agreements, O&M contracts.
- Key legal clauses in PPP contracts: force majeure, change in law, termination events, dispute resolution.
- International best practices and model PPP laws.

Module 7: Procurement Process for PPP Real Estate

- Stages of the PPP procurement process: Expression of Interest (EOI), Request for Qualifications (RFQ), Request for Proposals (RFP).
- Developing clear and comprehensive tender documents.
- Evaluation criteria for private sector bids: technical, financial, legal.
- Managing competitive dialogue and negotiation phases.
- Ensuring transparency, fairness, and anti-corruption in procurement.

Module 8: Stakeholder Engagement & Communication in PPPs

- Identifying and mapping diverse stakeholders: government agencies, community groups, financing institutions, contractors, end-users.
- Developing comprehensive stakeholder engagement plans.
- Strategies for public consultation, community input, and managing public perception.
- Communication protocols for addressing concerns and building consensus.
- Conflict resolution and negotiation skills in multi-party PPP environments.

Module 9: PPPs for Urban Regeneration & Social Infrastructure

- The role of PPPs in urban regeneration and brownfield development.
- Case studies of successful mixed-use PPPs revitalizing urban areas.
- PPP models for delivering affordable housing initiatives.
- Development of social infrastructure through PPPs: schools, hospitals, community centers.

- Economic and social benefits of community-focused real estate PPPs.

Module 10: Governance, Monitoring & Dispute Resolution

- Establishing robust governance structures for PPP projects throughout their lifecycle.
- Performance monitoring and measurement: KPIs, reporting requirements, performance regimes.
- Independent oversight and audits of PPP projects.
- Managing variations, amendments, and renegotiations of PPP contracts.
- Advanced dispute resolution mechanisms: mediation, arbitration, expert determination.

Module 11: ESG (Environmental, Social, Governance) in Real Estate PPPs

- Integrating ESG principles into the entire PPP project lifecycle.
- Environmental considerations: sustainable design, energy efficiency, climate resilience, biodiversity.
- Social impact assessment: community benefits, labor standards, inclusive development.
- Governance considerations: transparency, anti-corruption, ethical conduct.
- Reporting on ESG performance for real estate PPPs.

Module 12: Future Trends & Global Case Studies in Real Estate PPPs

- Emerging trends: digital infrastructure PPPs, smart city development through PPPs.
- The role of technology (PropTech, BIM) in enhancing PPP efficiency and transparency.
- Global and regional case studies of transformative real estate PPPs (e.g., Olympic villages, large-scale urban developments).
- Lessons learned from successful and challenging PPP projects.
- The evolving role of public and private sector participants in future urban development.

Training Methodology

- **Interactive Workshops:** Facilitated discussions, group exercises, and problem-solving activities.
- **Case Studies:** Real-world examples to illustrate successful community-based surveillance practices.
- **Role-Playing and Simulations:** Practice engaging communities in surveillance activities.
- **Expert Presentations:** Insights from experienced public health professionals and community leaders.
- **Group Projects:** Collaborative development of community surveillance plans.
- **Action Planning:** Development of personalized action plans for implementing community-based surveillance.
- **Digital Tools and Resources:** Utilization of online platforms for collaboration and learning.
- **Peer-to-Peer Learning:** Sharing experiences and insights on community engagement.
- **Post-Training Support:** Access to online forums, mentorship, and continued learning resources.

Register as a group from 3 participants for a Discount

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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

- Participants must be conversant in English.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	04 Dec 2026	Online	$2,000
23 Nov 2026	04 Dec 2026	Physical	$3,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$12,000
23 Nov 2026	04 Dec 2026	Physical	$9,000
23 Nov 2026	04 Dec 2026	Physical	$12,000
23 Nov 2026	04 Dec 2026	Physical	$12,000

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