Joint Ventures · JV201

# Mastering Public-Private Partnerships: Effective Contract Negotiation and Management

Rome · 14 - 25 Dec 2026

| Date | Venue | Duration |
|---|---|---|
| **14 - 25 Dec 2026** | **Rome** | **2 Weeks** |
| **Fee** | **Ref** | **Language** |
| **£8,400 GBP** | **JV201** | **English** |

## Introduction

Public-Private Partnerships (PPP) have become increasingly popular as a means of delivering public services and infrastructure. PPPs are contractual arrangements between public sector authorities and private sector entities, in which the private sector assumes substantial financial, technical, and operational risks in the design, construction, financing, and/or operation of a project. Effective negotiation and management of PPP contracts are crucial to ensure the success of the project and the achievement of its objectives.

## Course Objectives of Negotiating and Managing PPP Contracts

### By the end of this training programme, participants will be able to:

- Understand the principles of PPP and their relevance to infrastructure and public services
- Analyse the legal and regulatory frameworks for PPPs in different jurisdictions
- Develop effective negotiation strategies for PPP contracts
- Identify key provisions and clauses in PPP contracts and their implications
- Manage PPP contracts throughout the project lifecycle
- Anticipate and mitigate common risks and challenges in PPP contracts

## Organisational Impact of Negotiating and Managing PPP Contracts

### This training programme will enable organisations to:

- Enhance their capacity to enter into and manage PPP contracts
- Improve their understanding of the legal and regulatory frameworks for PPPs
- Increase their ability to negotiate favourable terms and conditions in PPP contracts
- Develop a comprehensive approach to risk management in PPP contracts
- Improve their overall performance in delivering public services and infrastructure

# Personal Impact of Negotiating and Managing PPP Contracts

### Participants will benefit from this training programme by:

- Enhancing their knowledge and skills in PPP negotiation and management
- Developing a practical understanding of the legal and regulatory frameworks for PPPs
- Improving their ability to analyse and interpret complex PPP contracts
- Building their capacity to anticipate and mitigate risks in PPP contracts
- Advancing their career prospects in the field of PPPs and infrastructure development

# Who Should Attend

### This training programme is designed for:

- Public sector officials responsible for PPP policy development, project selection, and contract management
- Private sector representatives involved in PPP negotiations and project implementation
- Legal and financial advisors working on PPP projects
- Development practitioners and consultants involved in infrastructure development
- Academics and researchers interested in PPPs and infrastructure finance

# Course Outline

### Day 1: Introduction to PPPs

- What are PPPs and why are they important?
- Types of PPPs and their characteristics
- Legal and regulatory frameworks for PPPs

### Day 2: PPP Project Cycle

- PPP project identification and selection
- Project preparation and structuring
- Tendering and procurement

### Day 3: PPP Contract Negotiation Strategies

- Preparation for PPP contract negotiation
- Negotiation dynamics and techniques
- Common negotiation challenges and how to overcome them

### Day 4: Key Provisions and Clauses in PPP Contracts

- Overview of typical PPP contract provisions
- Allocation of risks and responsibilities
- Financial arrangements and payment mechanisms

### Day 5: Contractual Issues in PPP Contracts

- Contract variations and amendments
- Dispute resolution mechanisms
- Contract termination and default remedies

### Day 6: Managing PPP Contracts

- Contract implementation and monitoring
- Performance management and reporting
- Contractual compliance and enforcement

### Day 7: Risk Management in PPP Contracts

- Risk identification and assessment
- Risk allocation and mitigation
- Contingency planning and management

### Day 8: Social and Environmental Considerations in PPP Contracts

- Environmental and social safeguards
- Community engagement and participation
- Social and environmental impact assessment

### Day 9: PPP Contract Case Studies

- Case studies of successful and failed PPP contracts
- Lessons learned and best practices
- Group discussions and analysis of case studies

### Day 10: Recap and Conclusion

- Recap of key concepts and learning outcomes

### Register or ask about this course online

https://www.hplustraining.com/cities/Rome/mastering-public-private-partnerships-effective-contract-negotiation-46913

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