Joint Ventures · JV201

Mastering Public-Private Partnerships: Effective Contract Negotiation and Management

Istanbul · 13 - 24 Dec 2026

Date	Venue	Duration
13 - 24 Dec 2026	**Istanbul**	**2 Weeks**
Fee	**Ref**	**Language**
£8,000 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 program, participants will be able to:

- Understand the principles of PPP and their relevance to infrastructure and public services
- Analyze 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

Organizational Impact of Negotiating and Managing PPP Contracts

This training program will enable organizations 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 favorable 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 program 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 analyze 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 program 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

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