MERCURY

Mastering Public-Private Partnerships: Effective Contract Negotiation and Management

21 – 25 June 2027
Boston (USA)



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Ref: 121281_1081602 **Date:** 21 – 25 June 2027 **Location:** Boston (USA) **Fees:** 7500 Euro

Introduction

Public-Private Partnerships have become a strategic mechanism for delivering large-scale infrastructure and public services, requiring advanced knowledge in planning, negotiation, and governance. This course provides a comprehensive foundation in the principles, structures, and contractual mechanisms that shape modern PPP frameworks. It explores negotiation strategies that ensure balanced risk allocation, performance accountability, and long-term financial sustainability. Participants will learn how to assess PPP project feasibility, evaluate stakeholder interests, and understand regulatory and contractual requirements. The training also examines contemporary PPP models worldwide and highlights methods to improve decision-making. By the end of the program, learners will develop a strong capacity to manage PPP agreements effectively throughout their lifecycle.

Targeted Groups

This Mastering Public-Private Partnerships: Effective Contract Negotiation and Management targets professionals seeking specialized knowledge and skills:

- Public sector policy officers.
- PPP project managers.
- Infrastructure planning specialists.
- Legal advisers in contract negotiation.
- Financial analysts are involved in project finance.
- Regulatory and compliance specialists.
- Private sector investors and contractors.
- Consultants supporting government initiatives.

Course Objectives

Participants will achieve the following objectives by mastering the " Mastering Public-Private Partnerships: Effective Contract Negotiation and Management course:

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- Understand PPP structures and governance models.
- Analyze project feasibility and value-for-money assessment.
- Evaluate risk allocation and mitigation strategies.
- Strengthen negotiation capabilities for PPP contracts.
- Apply best practices in preparing contract documentation.
- Assess financial models and partnership funding structures.
- Interpret legal, regulatory, and compliance requirements.
- Manage contract performance and monitoring mechanisms.
- Improve communication among PPP stakeholders.
- Apply strategic decision-making frameworks in PPP lifecycle management.
- Strengthen capabilities in dispute prevention and resolution.

Targeted Competencies

Participants will gain the following competencies during the program:

- Competence in PPP project structuring and planning.
- Skills in drafting and reviewing partnership contracts.
- Ability to conduct financial and operational evaluations.
- Proficiency in negotiation and stakeholder management.
- Capability to identify and allocate project risks.
- Skills in contract oversight and performance monitoring.
- Understanding of procurement and regulatory frameworks.
- Analytical skills for forecasting long-term project outcomes.
- Competence in implementing dispute resolution processes.

Studying Scenarios

In this training, participants will develop their skills through the analysis of the following scenarios:

- Reviewing a failed PPP contract and identifying negotiation gaps.
- Assessing risk allocation scenarios for infrastructure projects.
- Simulating negotiation rounds between the government and private partners.
- Evaluating performance indicators in ongoing PPP agreements.
- Analyzing conflict situations and proposing resolution paths.
- Reviewing financial models and identifying weaknesses.
- Designing compliance plans for high-risk projects.

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Course Content

Unit 1: Foundations of Public-Private Partnerships

- Overview of PPP models used in infrastructure and service delivery.
- Key characteristics that differentiate PPPs from traditional procurement.
- Essentials of long-term partnership agreements.
- Benefits and challenges of PPP arrangements.
- The role of public and private sectors in project delivery.
- Legal and institutional frameworks governing PPP operations.
- Strategic reasons governments choose PPPs.
- Global best practices for successful partnership development.

Unit 2: PPP Project Structuring, Planning, and Feasibility

- Stages in PPP project identification and preparation.
- Conducting comprehensive feasibility assessments.
- Evaluating project affordability and value-for-money.
- Understanding demand forecasting and economic indicators.
- Using financial modeling tools for PPP decision-making.
- Determining appropriate revenue and cost structures.
- Assessing key risks and their financial implications.
- Designing sustainable partnership frameworks.

Unit 3: Advanced Negotiation Strategies for PPP Contracts

- Principles of negotiation in PPP environments.
- Understanding stakeholder interests and expectations.
- Preparing negotiation agendas and evaluation criteria.
- Techniques for managing negotiation complexity.
- Building win-win outcomes through structured discussions.
- Allocating risk through balanced contract clauses.
- Approaches for managing conflict during negotiation rounds.
- Documenting negotiation outcomes effectively.

Unit 4: Contract Development, Governance, and Financial Management

- Key components of PPP contracts and legal stipulations.
- Drafting performance obligations and monitoring requirements.
- Designing payment mechanisms and financial oversight structures.
- Ensuring regulatory compliance and operational accountability.
- Oversight models for contract execution and service delivery.
- Techniques for managing financial exposure and revenue risk.
- Methods for updating contracts through amendment procedures.
- Tools for evaluating long-term contractual sustainability.

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Unit 5: Contract Performance, Monitoring, and Dispute Management

- Establishing performance indicators and reporting standards.
- Monitoring service delivery and compliance levels.
- Auditing operational and financial performance.
- Applying corrective measures for underperformance.
- Managing disputes using structured processes.
- Implementing mediation and arbitration mechanisms.
- Ensuring transparency and public accountability.
- Strengthening long-term partnership cooperation and outcomes.

Final Insights & Key Takeaways

Effective PPP management requires strong analytical skills, disciplined negotiation, and strategic oversight to ensure long-term success. This course equips participants with the practical tools and structured knowledge needed to manage complex PPP contracts with confidence and precision.