PPP Contract Negotiation and Management Training Course

8 – 12 February 2027
Addis Ababa

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Ref: 635_223853 **Date:** 8 – 12 February 2027 **Location:** Addis Ababa **Fees:** 4500 Euro

Overview

PPP Contract Negotiation and Management Training Course is a one-week professional course for public procurement, contract, commercial, finance, project, legal operations, and infrastructure functions who leave with a PPP Contract Negotiation and Management File. Participants connect risk allocation, responsibilities, output requirements, payment mechanisms, performance regimes, governance, change, stakeholder interfaces, renegotiation, termination, and handback. The course turns long-term partnership terms into controlled negotiation and administration decisions. Agile Leaders Training Center presents PPP contract management as a whole-life commercial discipline.

Who Should Attend

- Public procurement functions responsible for partner selection, negotiation governance, and contract award
- Contract functions responsible for administration, notices, changes, disputes, and closeout
- Commercial and finance functions responsible for risk, affordability, payment mechanisms, and value
- Project functions responsible for construction, service delivery, performance, and interfaces
- Legal operations functions responsible for contract interpretation, amendment, and resolution routes
- Infrastructure functions responsible for asset condition, service continuity, and handback readiness

The course assumes participants work with PPP projects or long-term service contracts, and it leaves out project-finance modeling, procurement-law advice, and general contract drafting.

Departments and Industries

The course supports departments and industries that procure, finance, deliver, monitor, or govern long-term infrastructure and public-service partnerships.

- Public procurement, contracts, commercial management, and legal operations
- Finance, risk, governance, project management, and internal assurance
- Transport, utilities, energy, and environmental infrastructure
- Healthcare, education, digital services, and facilities management
- Construction, engineering, operations, and maintenance services

Learning Objectives

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

- Analyze PPP responsibilities and risk allocation
- Build negotiation positions for commercial contract terms
- Apply output, payment, and performance controls
- Use governance, change, and stakeholder-interface procedures
- Evaluate renegotiation, dispute, and termination options
- Build handback and contract-closeout controls

Course Agenda

Day 1: PPP Contract Structure and Risk

- PPP Contract Document Architecture Map
- Public-Private Responsibility Allocation Matrix
- Whole-Life Risk Allocation Register
- Output Requirement Definition Method
- Contract Negotiation Governance Charter

Day 2: Negotiation and Commercial Mechanisms

- PPP Negotiation Issue Register
- Interest and Negotiation Position Matrix
- Payment Mechanism Design Map
- Performance Incentive and Deduction Schedule
- Commercial Trade-Off Decision Log

Day 3: Performance and Governance

- PPP Contract Management Team Charter
- Performance Indicator and Evidence Register
- Service Failure Response Procedure
- Stakeholder Interface Management Map
- Governance Meeting and Decision Calendar

Day 4: Change, Renegotiation and Handback

- PPP Contract Change Control Workflow
- Economic Balance Impact Assessment
- Renegotiation Gate and Approval Matrix
- Dispute and Termination Route Map
- Asset Handback Readiness Plan

Day 5: PPP Contract Practice

- Exercise: Reconcile Responsibilities and Risk Allocation
- Exercise: Negotiate Payment and Performance Terms
- Exercise: Test Governance and Change Controls
- Exercise: Evaluate Renegotiation and Handback Decisions
- Capstone Exercise: PPP Contract Negotiation and Management File

Practical Exercises

The course uses suggested activities to apply PPP contract negotiation and management in different infrastructure and service settings.

- Suggested activity: allocate construction, demand, availability, and operating risks for a transport partnership.
- Suggested activity: negotiate output, payment, deduction, and relief terms for a healthcare facility contract.
- Suggested activity: assess a service-change proposal and its effect on risk, performance, payment, and governance.
- Suggested activity: prepare renegotiation controls and handback evidence for a utilities partnership.

FAQs

Who suits PPP contract negotiation and management training, and what does it assume?

It suits public procurement, contract, commercial, finance, project, legal operations, and infrastructure functions and assumes participants work with PPP projects or long-term service contracts.

How does PPP contract management differ from general contract management training?

PPP contract management addresses long-term risk allocation, output-based services, payment mechanisms, public-private governance, adjustment, renegotiation, termination, and asset handback, while general contract management covers broader contract types.

How is risk allocation reflected in a PPP contract?

Risk allocation is reflected through linked responsibilities, rights, performance requirements, payment rules, relief events, change mechanisms, insurance, dispute routes, termination consequences, and handback duties.

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Why are payment mechanisms important in PPP contract management?

Payment mechanisms translate output and availability requirements into payment, incentive, deduction, and adjustment rules, connecting commercial consequences to measured service performance.

When should PPP contract renegotiation be controlled?

PPP contract renegotiation should be controlled whenever proposed changes could alter risk allocation, affordability, service requirements, payment, duration, competition assumptions, or the economic balance of the agreement.

Conclusion

Participants leave with a PPP Contract Negotiation and Management File containing the architecture map, responsibility and risk matrices, negotiation register, payment map, performance schedule, governance charter, change workflow, impact assessment, renegotiation matrix, dispute route, and handback plan. The file replaces isolated decisions with linked controls. It connects negotiated terms to whole-life contract performance.