CP3P Preparation Level – Public-Private Partnership Development Certification

1 – 5 March 2027
Addis Ababa

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CP3P Preparation Level – Public-Private Partnership Development Certification

Ref: 103600396_225214 **Date:** 1 – 5 March 2027 **Location:** Addis Ababa **Fees:** 4500 Euro

Course Overview:

The CP3P Preparation Training Course is an advanced certification program tailored for professionals involved in developing, structuring, and appraising public-private partnership PPP projects. This course aligns with the APMG CP3P Certification framework and focuses on deepening the participant's understanding of project frameworks, screening and prioritization, value-for-money analysis, and structuring tender documentation and contracts. Emphasis is placed on practical tools for PPP risk allocation, procurement strategies, and developing a pipeline of viable projects. Designed for those preparing for the PPP Preparation Exam Training, this Certified PPP Professional Preparation course integrates real-world case studies, group work, and interactive workshops. Whether you're seeking a PPP lifecycle training for project managers or looking for a PPP development and structuring certification, this program is your path to becoming an APMG-certified PPP professional.

Target Audience:

- Infrastructure Project Managers
- Government PPP Unit Officials
- Financial Analysts in Infrastructure & Public Services
- Procurement and Contracting Officers
- Legal Advisors and Consultants in PPP
- Development Bank and MDB Representatives

Targeted Organizational Departments:

- PPP Units or Directorates
- Legal and Contract Management
- Infrastructure Development and Planning
- Public Procurement and Tendering Teams
- Economic and Financial Affairs Departments
- Risk and Compliance Offices

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Targeted Industries:

- Transportation roads, rail, airports
- Energy and Utilities power, water, waste
- Urban Development & Smart Cities
- Health and Education Infrastructure
- Telecommunications
- Ports and Logistics

Course Offerings:

By the end of this CP3P Preparation Training Course, participants will be able to:

- Analyze and build a PPP legal and regulatory framework
- Conduct project screening and prioritize based on socio-economic value
- Apply cost-benefit and value-for-money analysis tools effectively
- Identify and manage PPP project risks throughout the lifecycle
- Develop and evaluate procurement options for PPPs
- Design tender documents and draft PPP contracts aligned with best practices
- Prepare for and successfully pass the APMG CP3P Certification exam

Training Methodology:

The training is highly interactive and practice-oriented. Participants will engage in expert-led sessions, group discussions, and real-world case studies to apply knowledge directly to infrastructure development scenarios. This course includes simulated PPP screening, procurement exercises, and contract structuring labs. Emphasis is placed on peer-to-peer learning and feedback, supported by visual presentations and summary checklists. Each module reinforces preparation for the PPP Preparation Exam Training and integrates insights from APMG certified PPP professional study guides. Participants will also access online self-assessments and tools to aid exam readiness.

Course Toolbox:

- Case study briefs transport, energy, health
- PPP Screening and Appraisal Templates
- Risk Allocation Matrices
- Value-for-Money Analysis Worksheets
- Sample Tender Structures and Contract Clauses
- Exam practice questions aligned with APMG standards

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Course Agenda:

Day 1: Foundations of PPP Frameworks & Institutions

- **Topic 1:** Legal and Regulatory Frameworks for PPP
- **Topic 2:** Institutional Responsibilities and PPP Governance
- **Topic 3:** Elements of a Strong Enabling Environment
- **Topic 4:** Roles of Public and Private Sector Stakeholders
- **Topic 5:** Policy Challenges and PPP Reform Models
- **Topic 6:** Capacity Development for PPP Units
- **Reflection & Review:** Global Best Practices in Establishing PPP Frameworks

Day 2: Identifying & Screening PPP Projects

- **Topic 1:** Defining Public Needs and Project Entry Points
- **Topic 2:** Strategic Planning and Project Prioritization
- **Topic 3:** Technical Feasibility and Project Scope Definition
- **Topic 4:** Affordability, Demand Forecasting, and Market Soundness
- **Topic 5:** Screening for PPP Suitability and Public Interest
- **Topic 6:** Environmental and Social Considerations in Screening
- **Reflection & Review:** Screening Exercises and Diagnostic Tools

Day 3: Appraising PPP Projects for Bankability

- **Topic 1:** Economic Appraisal and Cost-Benefit Analysis
- **Topic 2:** Fiscal Impact and Government Support Assessment
- **Topic 3:** Risk Identification, Allocation, and Mitigation
- **Topic 4:** Value for Money Analysis Approaches
- **Topic 5:** Developing the PPP Business Case
- **Topic 6:** Stakeholder Engagement in Appraisal Stage
- **Reflection & Review:** Value for Money Simulations and Appraisal Labs

Day 4: Structuring Procurement for PPPs

- **Topic 1:** Designing the Procurement Strategy for PPP
- **Topic 2:** Stages of Competitive Tendering and Negotiation Models
- **Topic 3:** Prequalification and Request for Proposals RFPs
- **Topic 4:** Bid Evaluation Criteria and Decision Transparency
- **Topic 5:** Managing Unsolicited Proposals and Innovations
- **Topic 6:** Ensuring Integrity and Fairness in PPP Procurement
- **Reflection & Review:** Procurement Strategy and RFQ/RFP Exercises

Day 5: Drafting PPP Contracts and Readiness for Award

- **Topic 1:** Structure of a Typical PPP Contract
- **Topic 2:** Key Clauses: Payment Mechanisms, Performance Standards
- **Topic 3:** Renegotiation, Dispute Resolution, and Termination Terms
- **Topic 4:** Final Risk Allocation and Legal Review
- **Topic 5:** Achieving Financial Close and Transaction Readiness
- **Topic 6:** CP3P Preparation Exam Review and Strategy
- **Reflection & Review:** Full Mock Exam, Key Takeaways, and Q&A

FAQ:

What specific qualifications or prerequisites are needed for participants before enrolling in the course?

Participants are expected to have a basic understanding of PPP concepts, ideally having completed the CP3P Foundation level or equivalent practical experience in infrastructure projects.

How long is each day's session, and is there a total number of hours required for the entire course?

Each day's session is generally structured to last around 4-5 hours, with breaks and interactive activities included. The total course duration spans one week, approximately 20-25 hours of instruction.

What distinguishes economic feasibility analysis from value-for-money analysis in PPP projects?

Economic feasibility assesses the overall benefit to society using tools like cost-benefit analysis, while value-for-money compares PPP against traditional procurement to determine which offers better efficiency and cost-effectiveness over the project lifecycle.

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How This Course is Different from Other CP3P Preparation Courses:

This CP3P Preparation Training Course stands out by blending structured exam-focused instruction with practical insights drawn directly from real-life infrastructure projects and international PPP programs. Unlike generic PPP courses, it delves deep into PPP risk allocation and procurement training, and equips participants with tools such as value-for-money analysis worksheets, risk matrices, and contract structuring templates. Each module is aligned with APMG's certification blueprint, and the course integrates extensive exam readiness components. Participants gain not only the knowledge required to pass the exam but also the competencies to lead PPP development and structuring initiatives in their sectors. Whether taken as a standalone course or a bridge from CP3P Foundation, this is the best PPP course for infrastructure professionals looking to advance their careers with certified PPP professional preparation.