CORE CONCEPT

Public-Private Partnership Leadership Course for Executives: Sponsorship, Oversight and Value

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Introduction:

Public-private partnership leadership for executives, covering sponsorship, oversight and value, is a 1-week course for senior public-sector executives, PPP unit heads and private-sector partnership directors, ending with a PPP Executive Oversight Charter and Partnership Scorecard. Many partnerships lose value after award because sponsors stop asking the right questions, performance data reaches leaders late and disputes drift into costly renegotiation. Nominees already sponsor, approve or govern partnership programmes, and teaching is by case study on contract summaries, performance reports and renegotiation requests. CoreConcept Training Center delivers this public-private partnership leadership course.

Course Objectives:

- Judge whether a proposed partnership offers value for money and fits the organisation's investment priorities before approval
- Set up executive governance for a partnership, including the sponsor role, steering committee and contract management team
- Oversee partner relationships using clear decision rights, escalation routes and joint governance meetings
- Interpret performance monitoring reports, payment deductions and variation requests to decide when executive action is needed
- Lead the executive response to distressed partnerships, renegotiation requests and early termination risk
- Produce a PPP Executive Oversight Charter and Partnership Scorecard for the participant's own partnership portfolio

Target Audience:

- Senior public-sector executives who approve and sponsor partnership projects
- Heads of PPP units responsible for pipelines, approvals and portfolio oversight
- Private-sector partnership directors responsible for concession and service contracts with public bodies
- Executive committee members who receive partnership performance and risk reports
- Senior finance and legal leaders who advise on partnership decisions and disputes

Course Outline:

Day 1: Partnership Value and the Executive Sponsor Role

- PPP Lifecycle From Screening to Handback for Sponsors
- Value for Money Questions for Executive Approval Decisions
- Partnership Pipeline Prioritisation Against Organisational Investment Priorities
- Executive Sponsor Accountabilities Across Public and Private Parties
- Current Partnership Portfolio Health Check for Own Organisation

Day 2: Partnership Governance Frameworks and Oversight Models

- PPP Certification Guide Management Phase for Executive Oversight
- Steering Committee Terms of Reference and Decision Rights
- Contract Management Team Structure and Executive Reporting Lines
- Contract Management Manual Contents Executives Should Require
- Partner Selection Criteria and Relationship Governance Charter Design

Day 3: Executive Oversight of Partnership Performance

- Performance Monitoring Reports and Key Performance Indicator Review
- Payment Mechanism Deductions and What They Signal to Executives
- Variation and Change Request Approval Thresholds
- Joint Governance Meeting Agendas and Escalation Routes
- Public Interest and Stakeholder Expectations in Partnership Oversight

Day 4: Distressed Partnerships, Renegotiation and Problem Cases

- Early Warning Indicators of Partnership Distress
- Renegotiation Requests and Executive Negotiating Mandates
- Dispute Resolution Routes From Negotiation to Arbitration
- Refinancing, Step-In and Termination Options for Executives
- Handback Readiness and Asset Condition Assurance

Day 5: Case Study Work and the Oversight Charter

- Transport Concession Case on Value for Money Erosion
- Hospital Services Partnership Case on Performance Deductions
- Utilities Partnership Case on Renegotiation and Distress
- Partnership Scorecard Design From Case Findings
- PPP Executive Oversight Charter Completion and Peer Challenge

Skills You Will Gain:

- Value for Money Judgement
- Partnership Governance Design
- Executive Sponsorship
- Performance Report Interpretation
- Escalation and Decision Rights
- Renegotiation Mandate Setting
- Partnership Distress Diagnosis
- Stakeholder and Public Interest Management

Why Attend This Course:

- Deliver a PPP Executive Oversight Charter and Partnership Scorecard to the executive committee and the PPP unit
- Decide which partnership issues need executive intervention and which stay with the contract management team
- Avoid value erosion, late renegotiation and disputes that arise when sponsors lose sight of partnership performance
- Brief steering committee members and contract managers on the decision rights, escalation routes and scorecard measures agreed during the course

Conclusion:

Back at work, the participant presents the PPP Executive Oversight Charter and Partnership Scorecard to the executive committee, the PPP unit and the heads of the contract management teams. Leaders use it to confirm who decides on variations, renegotiation and escalation, and which measures each partnership reports every quarter. After the first reporting cycle, the organisation should review whether the scorecard flagged issues early enough, whether decisions stayed within the agreed thresholds and which partnerships need closer executive attention.

Frequently Asked Questions FAQ:

What should participants know before a public-private partnership leadership course for executives?

Participants should already sponsor, approve or govern partnership projects or contracts. Bringing a summary of one current partnership, its latest performance report or a recent change request helps them apply the case studies to their own portfolio.

How does a public-private partnership leadership course for executives differ from a PPP structuring course?

Structuring courses teach how to prepare, procure and finance a partnership deal. This course is for the executives who sponsor and oversee partnerships once they are approved and running, focusing on governance, performance, renegotiation and value over the contract life.

Why do public-private partnerships need executive sponsorship after the contract is signed?

Most partnership value is won or lost during the long operating phase. Without an engaged sponsor, performance problems, variation requests and disputes are handled piecemeal, and small issues grow into costly renegotiations or early termination.

What do participants take back from the public-private partnership leadership course for executives?

Participants take back a PPP Executive Oversight Charter setting out sponsor roles, decision rights and escalation routes, and a Partnership Scorecard of the measures each partnership reports to executives, tested on three case studies.