



PPP/PFI Training 2008 Course Programme

Negotiating Better Outcomes on PPP/ PFI Projects

Course overview

Day 1	Day 2
Scene Setting	Review & Key Learning Points from Day 1
Negotiation in a Team. Understanding Team Dynamics	Effective Communications in a Negotiation
The PPP/PFI Negotiation Model	PPP/PFI Negotiation Role Play 2
PPP/PFI Negotiation Role Play 1	The PPP/PFI Practitioners' Tips on Do's and Don'ts in Negotiations
Negotiation Styles inc Self Evaluation Questionnaire	PPP/PFI Negotiation Case Study
Dealing with Difficult Situations	Review and Conclusion

If you would like to discuss this course being delivered specifically to your project team/organisation please contact us on: 020 7804 3332 or email ppp.pfitraininginfo@uk.pwc.com

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Duration

This course is aimed at those who are involved in planning for and/or participating in PPP/PFI negotiations or may become involved in the near future.

Who should attend?

This is a highly participative and practical course intended to develop negotiating skills specifically in the context of PPP/PFI. It addresses the basic principles of negotiating, the process for working together as a team and achieving a win-win outcome.

Course summary

Participants will gain confidence and develop their skills through working on two PPP/PFI negotiation role-plays and a case study and will also have a chance to identify tactics for their own projects.

The instructor team will include expert PPP/PFI negotiation trainers

The course will be most valuable prior to commencing negotiations with bidders. It can also be run as a hosted course for your project team. We can tailor the course to your team's needs, for example including team building exercises and using role-plays tailored to your project.

Accreditation

This course is relevant for Continuing Professional Development accreditation. The maximum time attributable for this course is 13 hours.

Course fees

£895 + VAT per delegate

(If there are several people in your team/organisation it may be more financially viable to consider a hosted event).