



an eegis company

بروجاكس للتدريب والتطوير  
Projacs Training and Development

# Privatization Success Model

نموذج نجاح الخصخصة

07 – 11 March 2021

Dubai/ UAE



ProjacsAcademy.com



## Introduction

Drawing on international sources of evidence and guidance, this course is an introductory Model for Government, Public and Private Officials on successful privatization. It provides the attendees with an introduction to the economic theory and key concepts behind decisions on the ownership and management of goods and services. It examines the current patterns of public/state ownership and outlines the current practice of regulation of utilities. In addition, this course offers an overview of the evidence of the results of privatizations in developing countries, including fiscal impacts, efficiency of production, corruption, broader impacts on the economy of changes in the performance of previously state-owned firms, including distributional impacts.

This course may assist policy makers and public officials considering whether and how to privatize state owned enterprises, by bringing to their attention the recent experiences made by their peers in other countries. A government seeking to improve the efficiency of its state-owned enterprises faces a choice between either reforming the corporate governance arrangements of these enterprises in a scenario of state control – which might include opening them to private market disciplines by admitting outside minority shareholdings – OR transferring them entirely to the private sector through privatization. In the first case, the consensus among most countries would call for such reform to be conducted in accordance with the best practices. Privatizing governments will normally also want to put State Owned Enterprises on a corporate footing prior to the sell-off.

## Objectives

This course will develop the participants' skills in improving the efficiency of their organizations through the implementation of World Class Best Practices in Privatization methods and procedures.

## Who Should Attend?

All Government/Private executives, Public Officials and Policy Makers.

## Course Outline

### Day 1

- **Introduction: evolution of the debate on privatization**
  - Defining privatisation
  - Current debates
  - Central issues in privatization
- **Economic Theory on Private and public ownership**
  - Incentives and Market Failures
  - Motivation for Privatization

### Day 2

- **Privatization trends: stylized facts**
  - Privatization trends over the last five years
  - Privatization patterns in Africa: a few countries only
  - Privatization in South Asia: a slow opening
- **Regulation and competition (including anti-trust and takeover rules)**
  - Approaches and Regulatory framework
  - Regulation of utilities: the experience of developing countries

### Day 3

- **Effects of privatization: efficiency and firm performance**
  - Measuring efficiency and firms' performance post-privatization
  - Empirical evidence to date in transition and developing countries
- **Privatization Process: Distributional impacts**
  - Framework to assess the distributional impacts of privatisation
  - Conditions of employment
  - A review of the distributional impacts of privatizations in the last decade
  - Post privatization controls

### Day 4

- **The Process of Privatization**
  - Preparing companies for privatization
  - The role of external advisors
  - Privatization methods
  - Timing and sequencing
  - The corporate governance of privatization
  - Auditing and accountability of the privatization process

## Day 5

- **Policy Implications**

- Necessary pre-conditions for successful interventions: regulatory agency and managerial incentives
- Guidelines for a “pro-poor” privatization
- Guidance for successful donors intervention
  - Privatization Check List for Policy Makers

## Training Method

- Pre-assessment
- Live group instruction
- Use of real-world examples, case studies and exercises
- Interactive participation and discussion
- Power point presentation, LCD and flip chart
- Group activities and tests
- Each participant receives a binder containing a copy of the presentation
- slides and handouts
- Post-assessment

## Program Support

This program is supported by interactive discussions, role-play, case studies and highlight the techniques available to the participants.

## Schedule

**The course agenda will be as follows:**

- |                     |                  |
|---------------------|------------------|
| • Technical Session | 08.30-10.00 am   |
| • Coffee Break      | 10.00-10.15 am   |
| • Technical Session | 10.15-12.15 noon |
| • Coffee Break      | 12.15-12.45 pm   |
| • Technical Session | 12.45-02.30 pm   |
| • Course Ends       | 02.30 pm         |

## Course Fees\*

- **2,950USD**  
*\*VAT is Excluded If Applicable*