



The Art of Evolutionary Leadership in Public Private Partnerships (PPPs):

Developing resilient leaders as ambassadors for sustainable and resilient PPPs

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“You never change things by fighting the existing reality. To change something, build a new model that makes the existing model obsolete.” – Buckminster Fuller, philosopher, futurist and author

Program Overview:

Public private partnerships are at the forefront of development within emerging markets. They can be highly successful or dismal failures – often based on proper leadership and coherent teams or lack therein. This program has been especially designed to assist you, as a critical PPP partner, to understand the vital leadership role you play in developing the business environment needed for optimum PPP success and how to facilitate your teams’ success.

As a key stakeholder within your organization or ministry, you have an opportunity to participate as a leader to the benefit of all actors. Having PPP structural knowledge is not enough. You and your team must also have the appropriate leadership mindset, knowledge and skills to implement, lead and successfully operationalize PPPs for the legacy of your ministry and your country.

Leadership can be both an innate as well as a learned skill. In this program, you will build on your current leadership skills and add a higher level of cutting-edge abilities such as:

1. Strategic thinking and planning toward a successful PPP business model.
2. Building the “business base and foundation” behind the PPP.
3. Encouraging and leveraging the skills of those you work and partner with.
4. Overcoming resistance to change that you will inevitably face.
5. Solving the complex problems of PPPs through an innovative decision-making approach.
6. Learning the skills of leadership coaching and mentoring.
7. Visioning and implementing the future P3: Most businesses fail at this critical stage.
8. Preparing your PPP’s succession for success over the duration of multiple years.



This Program is for:

Anyone who has a stake in the future-proofing of PPPs in their country to ensure sustainability and resiliency. This includes government leaders, politicians, empowered decision-makers, utility companies, purchasers, human resources representatives within governments, leaders within various governmental ministries and others.

Learning Outline and Outcomes, you will gain:

1. A greater understanding of why new leadership skills are essential for the evolution and growth of all country development actors.
2. A realization of why this topic is timely for the success you are counting on.
3. An understanding of harmonizing PPPs at a global level and your contribution to this movement.
4. The ability to cultivate the forward-thinking mindset needed to develop the PPP business model.
5. Insight to distinguish the difference between good leadership versus poor leadership within yourself to self-correct on-the-spot.
6. Skills to put together and understand the PPP business puzzle to gain the confidence to move forward.
7. Understanding of the “value for many” as a basis for leading successful PPP.
8. Knowledge on how to best give and gain support from your PPP team, sponsors and other stakeholders.
9. A concrete draft of your PPP purpose, vision, mission, strategic goals, logistics and action steps.

Methodology:

You will learn from our unique proprietary methodology called Seven Evolutionary Business Tools™. These innovative tools, based on lessons learned, are necessary, in our complex global world, to develop the cutting-edge mindset and actions needed to evolve yourself, your work, your ministry and your future.

Tool #1: Identify and begin to transform the traditional mental model/mindset of self and work toward a new more evolved model for designing a renewed future.

Tool #2: Recognize the unique work/business composite or your unique selling proposition (USP) toward identifying greater value and higher-level work of the team to ultimately leverage in your arena.



Tool #3: Build a strong individual and business base and internal foundation needed of self-mastery and greater risk-taking.

Tool #4: Recognize blind spots to stop repeating the same “mistakes” as you also learn to use fear and concern as a motivator.

Tool #5: Recognize and tap intuition and wisdom as the next evolutionary skills needed to address your complex problems.

Tool #6: See your work from a new enlightened mindset and frame of reference to recognize innovative ideas and market opportunities you never realized.

Tool #7: Establish a specific plan of action based on individual work and business purpose, vision, mission, strategic goals, action steps and built-in accountability.

In Addition:

You will be exposed to and learn some of the latest leadership concepts and skills. This program will use creative and challenging techniques for example storyboarding; visioning exercises; individual and small-group work; role-play; group projects; and timeline development with an imbedded measurement and evaluation process.

Embedded in this process is a technique used to learn how to **Ask the Next Right Question (ANRQ)**, which enables deeper questioning and problem-solving.

This program is designed to equip participants with both the mindset and skillset needed to lead and partner in the PPP arena. All individuals will leave with work-specific, concrete action steps to complete within a set timeline that they determine.

Format: This four-tiered in-depth approach includes:

- I. Week 1: Planning, needs assessment, and upfront coaching session
- II. Weeks 2 & 3: Week-long workshop and follow up individual coaching
- III. Monthly over 6-months: Group sessions/Purposeful Business Circles and three additional coaching sessions:
- IV. Succession Planning: Yearly week-long program



Patricia DiVecchio – Founder and CEO of International Purpose, Patricia operates as a business strategist, futurist, thought leader, consultant and executive coach, advancing leaders towards the evolution of self and work within their organization/business. Participants in her programs leave operating at a higher functioning level, thinking from the future not the past, and ultimately making a greater impact in their government/industry as they serve a triple bottom-line of people, profits and the planet.

Patricia has partnered with hundreds of businesses and organizations in various parts of the world over the last 25 years. She has most recently worked in Afghanistan training faculty at an agricultural college to utilize coaching skills when working with students and in Egypt developing a strategic, implementation, and marketing plan for a small business incubator. She has also worked in Senegal, Nigeria, and Nepal. She has spoken at conferences and events in Washington DC, Dakar, Senegal, London, England, and Berlin, Germany to name a few. Patricia first book is, *“Evolutionary Work: Unleashing Your Potential in Extraordinary Times”*. Patricia sees herself as an outlier in the international development arena coming from a Master’s in Human Resource Development and the for-profit world. This enables her to work from a new methodology that challenges and transforms outdated assumptions; brings light to long-held beliefs; influences new thinking and ultimately causes new behavior often contrary to cultures norms. She sees herself as a student of life and human nature.

David Baxter – Twenty-five years’ experience in international and domestic development (infrastructure and PPP institutional support). As a recognized PPP specialist and institutional capacity building advisor he has supported PPP policy, infrastructure projects, and initiatives in Africa, Europe, the Middle East, and Asia. Recent activities include being a contributor to the World Bank’s PPP Certification program, contributor to its PPP guidance manual, and as water and renewable energy sector technical advisor for UNECE’s PPP Standards initiative. In previous leadership roles have been responsible for business development initiatives, market capture, and branding. Also, serving as an advisor on the Sustainable Cities PPP COE of Excellence board (University of Navarra), SULIVER, and IPPPRC.

David has led and facilitated sustainable infrastructure and economic development programs across the globe. Served as a regional representative for WHO’s program on Global Change and Social Transformation, managed a national environmental program funded by European Aid Agencies and USAID which focused on human needs and environmental resource development, advised the South African Department of Tourism and the Environment, and the Council for Scientific and Industrial Research. Worked as an advisor on infrastructure and concession projects for state and federal clients including, the NPS, BLM, USAID (Power Africa), USFS, USFWS, and MCC. David sees himself as a development navigator that leads countries to build resilient and sustainable infrastructure.

Please contact Patricia at patricia@internationalpurpose.com, +1 703-200-3447, or via skype at [patricia.divecchio](https://www.skype.com/people/patricia.divecchio) for additional information and to discuss how we can help you secure long-lasting PPP success.