



an eegis company

بروجاكس للتدريب والتطوير
Projacs Training and Development

Privatization Success Model

نموذج نجاح الخصخصة

10 – 14 March 2019

Dubai / United Arab Emirates

A Member of:



PROJACS ACADEMY



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 One

- **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 Two

- **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 Three

- **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 Four

- **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 Five

- **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*

مقدمة

بالاعتماد على المصادر الدولية للأدلة والتوجيه، تعد هذه الدورة نموذجًا تمهيدياً للحكومة والمسؤولين الحكوميين والخاصين بشأن الخصخصة الناجحة. وتوفر للحاضرين مقدمة للنظرية الاقتصادية والمفاهيم الرئيسية وراء القرارات المتعلقة بملكية وإدارة السلع والخدمات. ويدرس الأنماط الحالية للملكية العامة / الدولة ويوجز الممارسة الحالية لتنظيم المرافق. بالإضافة إلى ذلك، تقدم هذه الدورة لمحة عامة عن الأدلة على نتائج عمليات الخصخصة في البلدان النامية، بما في ذلك الآثار المالية، وكفاءة الإنتاج، والفساد، وتأثيرات أوسع على الاقتصاد من التغييرات في أداء الشركات المملوكة من قبل الدولة، بما في ذلك الآثار التوزيعية.

سوف تساعد هذه الدورة صناعات السياسات والمسؤولين العموميين في النظر فيما إذا كان سيتم خصخصة المؤسسات المملوكة للدولة وكيفية تخصيصها، من خلال لفت انتباههم إلى التجارب الأخيرة التي قام بها أقرانهم في بلدان أخرى. تواجه الحكومة التي تسعى إلى تحسين كفاءة مؤسساتها المملوكة للدولة خيارًا بين إما إصلاح ترتيبات حوكمة الشركات لهذه الشركات في سيناريو لسيطرة الدولة - والذي قد يشمل فتحها أمام تخصصات السوق الخاصة من خلال قبول حصص أقلية من الأسهم - أو تحويلها لهم بالكامل للقطاع الخاص من خلال الخصخصة. في الحالة الأولى، يتطلب توافق الآراء بين معظم البلدان إجراء مثل هذا الإصلاح وفقًا لأفضل الممارسات. عادة ما ترغب حكومات الخصخصة في وضع المؤسسات المملوكة للدولة على أساس مؤسسي قبل بيعها.

الأهداف

ستعمل هذه الدورة على تطوير مهارات المشاركين في تحسين كفاءة مؤسساتهم من خلال تطبيق أفضل الممارسات العالمية في أساليب وإجراءات التخصيص.

الحضور

جميع المديرين التنفيذيين الحكوميين / الخاصين والمسؤولين الحكوميين وصانعي السياسات.