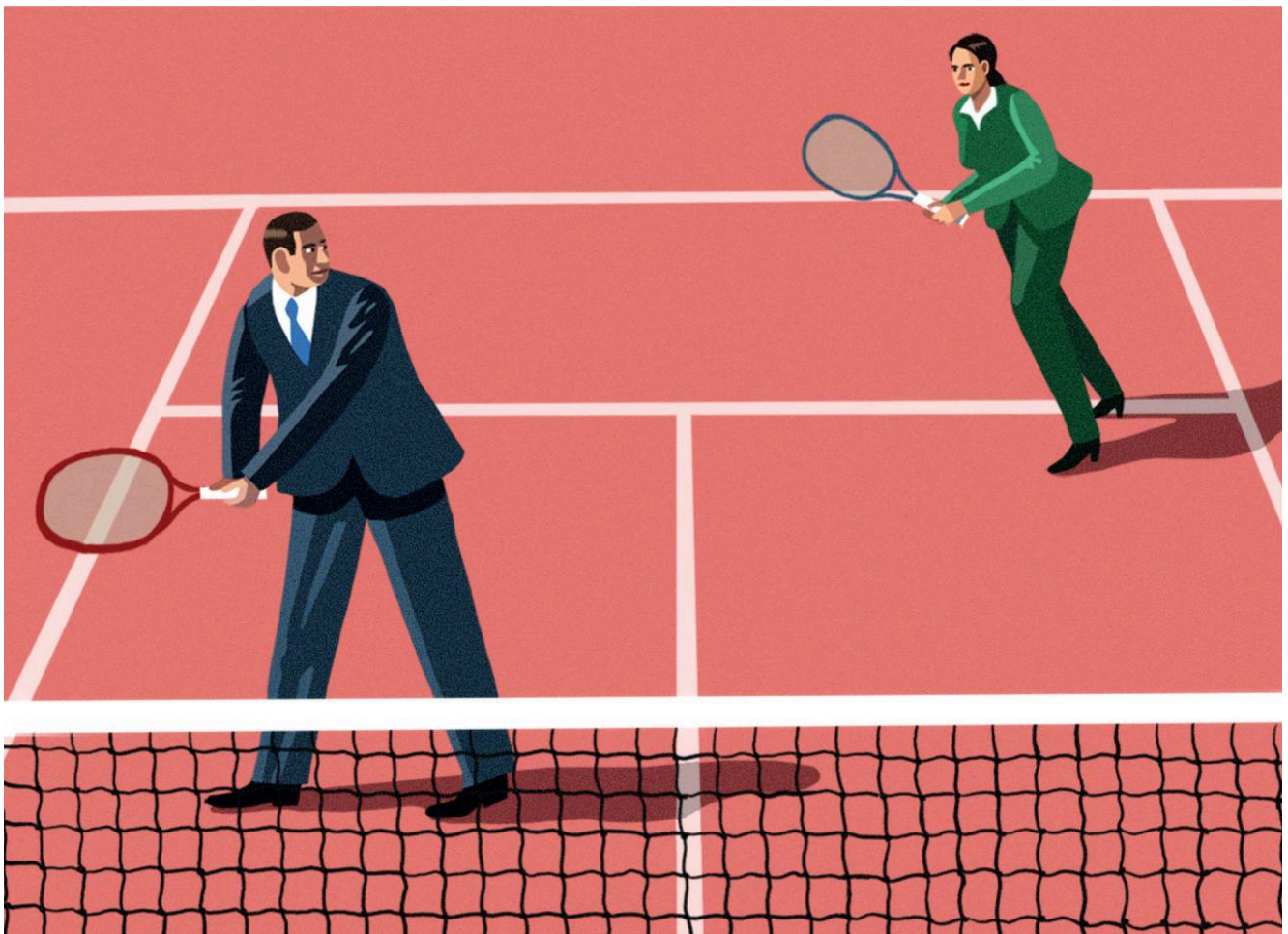


The Double Advantage of Public-Private Partnerships

Download *IESE Insight* magazine (Issue 34, Q3 2017) on Public-Private Partnerships.



July 1, 2017

The opportunities for value creation double with public-private partnerships (PPPs). This

dossier features articles by:

- **Pascual Berrone, Joan E. Ricart, Hugo Ferradans, Miquel Rodriguez and Jordi Salvador** on the seven forces for success when businesses engage in PPPs for smart cities.
- **Steven Tadelis** on the award process, when public buyers and private suppliers negotiate contracts.
- **Xavier Vives** on the challenges that bankers and regulators face in trying to manage the trade-offs between competition and stability.

Also in this magazine:

- **Priya Raghurir** sheds light on pricing dynamics in a world where perceptions of money are evolving.
- **Kandarp Mehta and Ignacio Ripol** draw lessons from the world of mediation to help managers resolve their own disputes and negotiate better.

We interview **Calvin Klein CEO Steve Shiffman** on the future of retail and the key qualities of successful global leadership.

In our case discussion, executives debate the merits of **Espanyol** keeping an unprofitable event going.

And finally, Madrid's **Reina Sofia Museum** illustrates the art of management and innovation.

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