



Leading Organizations

To empower CRE professionals to realize full potential as corporate contributors, CoreNet Global is proud to introduce a new and important arm to its current Professional Development program designed to give CRE professionals a competitive edge as business leaders. It takes technical know-how to step up the corporate real estate ladder, but odds are against your ever reaching the top rungs if you don't also demonstrate leadership abilities along the way. Adding soft skills to your professional repertoire will make easier work of an uphill career climb.

There are three separate levels of CoreNet Global's leadership and soft-skills programs, which mirror different stages of a CRE professional's career and reflect specific competencies needed at that stage:



LEADING SELF
Certificate of Achievement

8-hour
eLearning Program

 **LEADING SELF**



LEADING OTHERS
Certification

42-hour
Program

 **LEADING OTHERS**



LEADING ORGANIZATIONS
Certification

Executive-Level
Program

 **LEADING ORGANIZATIONS**





What	Who	Why	How
Foundational Knowledge Programs			
CoRE Fundamentals	<ul style="list-style-type: none">✓ Professionals new to CRE✓ Cross functional teams✓ Related professions/ Community participants	<ul style="list-style-type: none">✓ Fast assimilation of CRE essentials✓ Enhance working relationships with cross functional teams and related industry professionals	<ul style="list-style-type: none">➤ On-line, self-study➤ Available 24 X 7➤ Live web-based participation➤ Download materials & tools
CoRE Benchmarking	<ul style="list-style-type: none">✓ Professionals new to Benchmarking within CRE	<ul style="list-style-type: none">✓ Introduction to benchmarking essentials✓ Build expertise on Benchmarking tools and trends✓ Overcome objections✓ Align CRE with corporate strategy and help mitigate risk	
Professional Development Programs			
MCR	<ul style="list-style-type: none">✓ Experienced CRE Managers✓ Cross functional leaders	<ul style="list-style-type: none">✓ Professional development✓ Build subject matter expertise✓ Enhance selected CRE competencies / skills✓ Networking	<ul style="list-style-type: none">➤ Face-to-face classroom➤ Blended learning (virtual & classroom)➤ Online assessment & evaluation➤ Open enrollment➤ Tailored on-site corporate
MCR.w	<ul style="list-style-type: none">✓ As above, with an interest and focus on 'Workplace'		
SLCR	<ul style="list-style-type: none">✓ Senior CRE Management	<ul style="list-style-type: none">✓ Professional advancement✓ Networking✓ Knowledge sharing✓ Add value to the business	
Leadership Development			
Leading Self 8 Courses	<ul style="list-style-type: none">✓ CRE Professionals✓ CRE Managers✓ CRE Leaders	<ul style="list-style-type: none">✓ Enhance problem solving skills, visioning, communication, innovation, teamwork, negotiation, change management, and much more...	<ul style="list-style-type: none">➤ On-line, self-study➤ Available 24 X 7➤ Additional credit opportunities
Leading Others 6 Courses	<ul style="list-style-type: none">✓ emerging leaders, senior leaders✓ all who aspire to grow in their role as CRE professionals	<ul style="list-style-type: none">✓ Understanding business drivers✓ Executing strategy to keep pace with change✓ Gaining organizational support and influence for CRE✓ Peer-to-peer networking	<ul style="list-style-type: none">✓ Face-to-face courses✓ Blended learning (virtual & classroom)✓ CRE “Cayenne” role play seminar