

## Essential Seminars for Corporate Real Estate Professionals



### Chicago, IL - August 2018

#### August 13th - 14th



#### **Real Estate's Impact on Financial Statements**

Identify how corporate real estate (CRE) transactions impact financial statements, calculate performance measures, and optimize CRE strategies using accounting treatment of transactions



#### **Workplace Strategy Essentials (#1 of 3)**

Designed for the CRE professional seeking a greater understanding of the dynamic field and practice of workplace strategy within CRE. This seminar will discuss the broad role, value of workplace strategy, trends, global issues, tools, and technologies.



#### **Advanced Negotiations for Corporate Real Estate**

Participants will increase their knowledge of the negotiation framework and elements and then apply this knowledge to build their skills and comfort with the negotiation process.



#### **Corporate Real Estate Finance**

This required MCR seminar provides a comprehensive overview of financial analysis and management. Work through case studies to analyze alternative lease structures, lease buyouts, and buy vs. lease decisions.

#### August 15th -16th



#### **Enterprise Alignment**

Providing a comprehensive overview of the role of a CRE professional and the competencies required to be effective in that role. With a particular focus on core concepts, tools, resources, and best practices.



#### **Workplace Strategy Methodologies (#2 of 3)**

Designed for workplace strategy practitioners this seminar provides CRE professionals with in-depth knowledge and applications of the workplace strategy process, tools, and best practices.

*Pre-requisite: Workplace Strategy Essentials.*



#### **Organizational Change**

Delve into business cases to examine key issues, variables and success factors of a CRE organization, and design organizational models and processes to enhance effectiveness.

#### August 15th -17th



#### **Capstone: Leadership and Strategy**

This culminating experience for the MCR program reviews provides insight into leadership styles, how to leverage strengths in working with internal and external partners, and experience of current real-world strategies to create value for the organization.

*Pre-requisite: Completion of three required seminars and two elective seminars.*

#### Venue

#### **Summit Chicago**

205 N. Michigan Ave, 10<sup>th</sup> Floor,  
Chicago, IL, 60601

**"The courses that CoreNet Global offers are unique in that they bring together people who face similar challenges and can speak the same language. I can't wait for the next class!"**

*~Carrie Ruban, Director,  
Workplace Solutions, Capital One*

For more information and to register,  
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