

Qualified Professional of Corporate Real Estate (QPCR)

*A CoreNet Global Designation
for individuals new to the CRE profession*

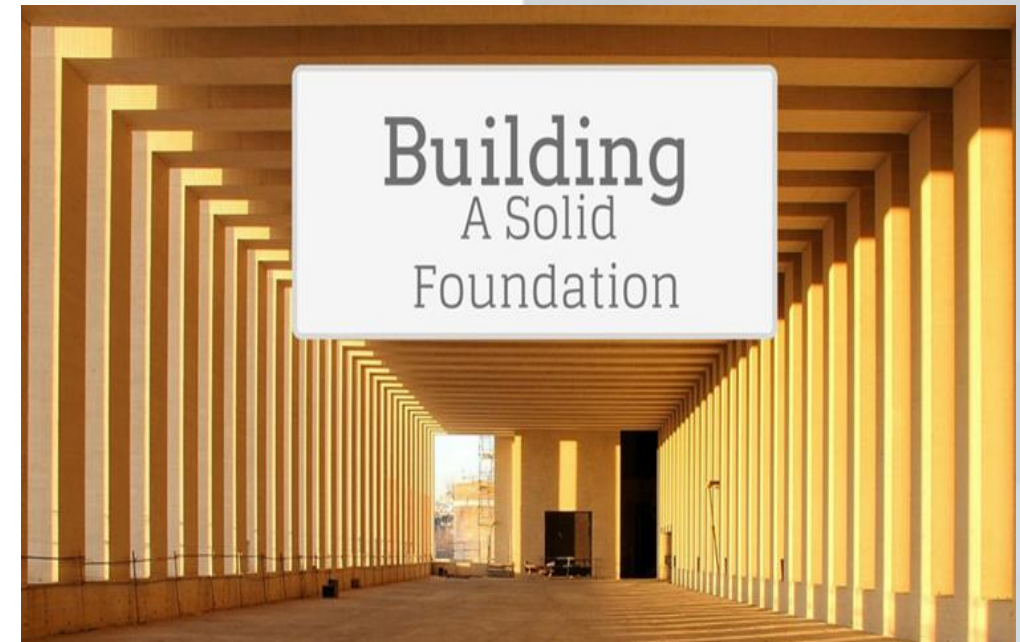
*What You Need to Know to Provide
Concierge Service for Members*

*Amy Dreher
March 5, 2018*



A solid foundation of knowledge and skills

- ✓ Enhancement of business and leadership skills
- ✓ Development of CRE knowledge and skills
- ✓ Encouragement in building a CRE professional network
- ✓ Development of strategic awareness and global thinking



Provides flexible options for today's learner

- ✓ Included enhanced catalog of online courses available 24/7/365
- ✓ Bring your own device responsive online design
- ✓ Adds virtual seminars, minimizing time out of office
- ✓ Ensures local, regional and global interactions through broader use of learning technology
- ✓ Package priced to avoid frequent funding approvals - one and done!
- ✓ Customized to individual interests by offering content choices



What are the QPCR Requirements?



Complete 80 hours of learning in 2 years

- ✓ Make selections across 3 focus areas
- ✓ Identify courses to fulfill minimum hours within each focus area
- ✓ Register and complete courses for QPCR credit
- ✓ Renew QPCR every two years with 40 additional hours of QPCR credits until eligible for MCR candidacy



Requirements

What is included in QPCR candidacy?



- **The QPCR package includes**
 - ✓ Full access to nearly 200 hours of QPCR content for 2 years
 - ✓ Free registration for 1 Summit and participation in a pre-summit 1 day QPCR seminar
 - ✓ Recognition of accomplishment at Summit awards gala
 - ✓ Learning concierge service help personalize the program and guide the process
- **QPCR designation single price package program**
 - ✓ Introductory price of \$999, limited time availability



How is the Curriculum Different?



- **Enhancing Business & Leadership Skills**

- ✓ Minimum hours - 35
- ✓ Current - 47
- ✓ Hours in progress – 128
- ✓ Online, Virtual Class & Seminar Options

- **Developing CRE Knowledge & Skills**

- ✓ Minimum hours - 30
- ✓ Current - 41
- ✓ Hours in progress – 56
- ✓ Online, Virtual Class & Seminar Options

- **Building a Professional Network**

- ✓ Minimum hours - 15
- ✓ Current – unlimited
- ✓ Virtual & Live Participation Options



Dynamic &
Everchanging

CURRICULUM TRACKS *

Earn your QPCR when you want, where you want. Build your personalized curriculum, gaining CRE knowledge and developing skills in areas where you need them.

QPCR

The foundation you need to succeed as a corporate real estate (CRE) professional

Registration
corenetglobal.org/QPCR/register

Special Introductory Pricing

Members
\$999 includes one FREE Summit Registration

Non-Members
\$1499 includes one FREE Summit Registration

Questions?

Call 404-589-3200 to speak with a CoreNet Global Learning Concierge.

Business & Leadership Skills COMPLETE 35 HOURS

eLearning	Hours
Creative Problem Solving	1
Increasing Your Emotional Intelligence	1
Navigating Beyond Conflict	1
Powerful Presentations	1
Resolving Conflict At Work	1
Results That Matter	1
Skillful Collaboration	1
Virtual Instructor Led Training (VILT)	
Applying Critical Thinking Techniques	4
Authentic Leadership	4
Building Strategic Thinking Skills - 3-Part Series	6
Communicating for Results	4
Driving Change	4
Ethical Leadership	4
Essentials of CRE Leadership	4
Everyone Communicates, Few Connect	4
Gaining and Sustaining Credibility	4
Gaining Influence	4
Influencing Positive Outcomes	4
Invaluable Laws of Professional Growth	4
Leadership Gold	4
Mastering the Art of Facilitation	4
Mastering the Art of Virtual Facilitation	4
Sometimes You Win, Sometimes You Learn	4
Valuing Differences	4
Available Hours	77

Corporate Real Estate (CRE) Profession COMPLETE 30 HOURS

eLearning	Hours
CoRE Fundamentals	3
Aligning CRE with Enterprise Business Goals	1
Communicating CRE's Business Value	1
Virtual Instructor Led Training (VILT)	
Applying Critical Thinking Techniques	4
Authentic Leadership	4
Building Strategic Thinking Skills - 3-Part Series	6
Essentials of CRE Finance	4
Essentials of Enterprise Alignment	4
Essentials of RE Impact on Financial Statements	4
Essentials of CRE Technology	4
Essentials of Workplace Strategy	4
Available Hours	61

Association Participation COMPLETE 15 HOURS

In-Person Learning	Hours
Mentor Match	varied
University Ambassador	varied
Volunteer Program	varied
Available Hours	Unlimited

*Curriculum subject to change. Additional opportunities will be added as the program evolves.

The QPCR Curriculum Flyer is available on the S Drive

[S:\1 Learning\09 Forms & Marketing\QPCR Specific Materials](#)

CoreNet Global Learning Center

- ✓ Candidate purchases the QPCR designation package
- ✓ Access is provided to the CoreNet Global Learning Center.
- ✓ Candidate reviews content in 3 topic areas (Learning Paths)
- ✓ Candidate registers for learning options to fulfill minimum requirements for each Learning Path.
- ✓ Candidate launches and completes eLearning options
- ✓ Candidate adds virtual events to daily calendar.
- ✓ Candidate returns to the Learning Center to participate in virtual sessions



Where is the Learning Center?



[Home](#) > [Learn & Advance](#)

PROFESSIONAL DEVELOPMENT

CoreNet Global's MCR designation is well recognized throughout the profession for outstanding faculty, high-quality instruction, and current content. Enhance your organizational value by achieving CoreNet Global's Master of Corporate Real Estate (MCR) professional development designation.

Enhance your strategic approach to collaboration across functions, service partners, and technologies. The Senior Leader of Corporate Real Estate (SLCR) is a well-recognized designation representing corporate real estate dedication, specialization, expertise, and knowledge. Our expert faculty members receive high ratings for facilitation skills, content knowledge and experience.

The Qualified Professional of Corporate Real Estate (QPCR) designation is for anyone new to the corporate real estate profession (less than 5 years experience). It provides foundational knowledge and enhances skills essential to building your corporate real estate career.

Your Discounts

Become a member and save on all seminars!

In This Section

- [Professional Development](#)
- [Seminar Schedule](#)
- [The Essential Guide to CRE](#)
- [CRE Glossary](#)
- [Faculty](#)
- [University Relations](#)
- [Academic Challenge](#)
- [Global Awards Program](#)

[Career Center](#)
[Strategic Insights Series](#)



[Click here for access to printable regional at-a-glance schedules](#)

(links to registration not included; use Seminar Schedule above to register)

Spread the Word!
Sign Up New Candidates!

*Contact the CoreNet Global Learning Team
for additional ideas*



Qualified Professional of Corporate Real Estate (QPCR)



The QPCR provides a learning bridge to other CoreNet Global programs while you build experience in the corporate real estate (CRE) profession. Earn your QPCR when you want it, where you want, with your personalized curriculum. This unique, new designation gives you what you need to succeed!

What does QPCR Offer?

A solid foundation of knowledge and skills to develop your strategic awareness and global thinking:

- Enhancement of business and leadership skills
- Development of CRE knowledge and skills
- Encouragement in building a CRE professional network

How is QPCR Different?

The QPCR supports your professional development by providing flexible options for today's learner:

- Bring your own device, responsive design
- NEW CoreNet Global Learning Center providing access to nearly 200 hours of learning
- Personalized learning experiences through a variety of content choices and delivery formats, including:
 - A catalogue of eLearning courses available 24/7/365,
 - Live, virtual, instructor-led training courses, and
 - Classroom based local workshops
- Strong professional network through mentoring, volunteering and university ambassador opportunities

What are the QPCR Requirements?

Complete **80 hours** of learning in **2 years**

- Identify courses within three focus areas to fulfill the minimum hours for each: Enhancing Business & Leadership Skills, Developing CRE Knowledge & Skills, and Building a Professional Network
- Complete eLearning and virtual, live seminars, while developing your professional network through ongoing volunteer opportunities
- Recognition by your peers at a CoreNet Global Summit recognition event
- Renew QPCR every two years with 40 additional hours

New Professional Designation INTRODUCTORY PRICING*

	Standard Price	Intro Price until Apr 30 th *
Member	\$1499	\$999
Non-Member	\$2499	\$1499

*includes access to QPCR educational content for two years and 1 free Global Summit registration.

Information & Registration Corenetglobal.org/QPCRLearnMore

Or contact your regional Learning Concierge:

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cthomas@corenetglobal.org

Shari Hitt

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sharihitt@corenetglobal.org

Megan Moore

Manager, Learning Relations - Americas
+1 404 589 3249
mmoore@corenetglobal.org

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Gaining Influence	4
Influencing Positive Outcomes	4
Invaluable Laws of Professional Growth	4
Leadership Gold	4
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Learning Center User Guide

CoreNet Global



Learning Center User Guide



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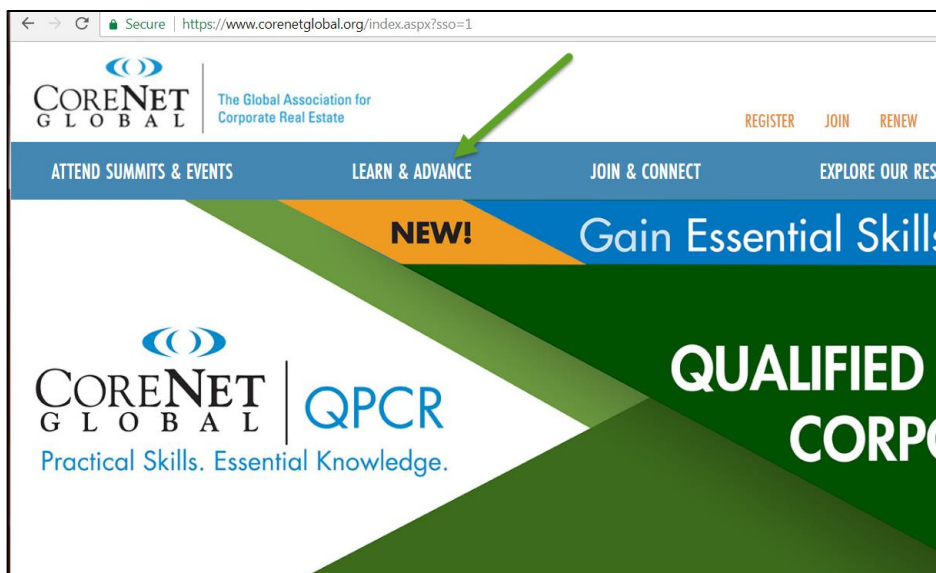
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Learning Center User Guide

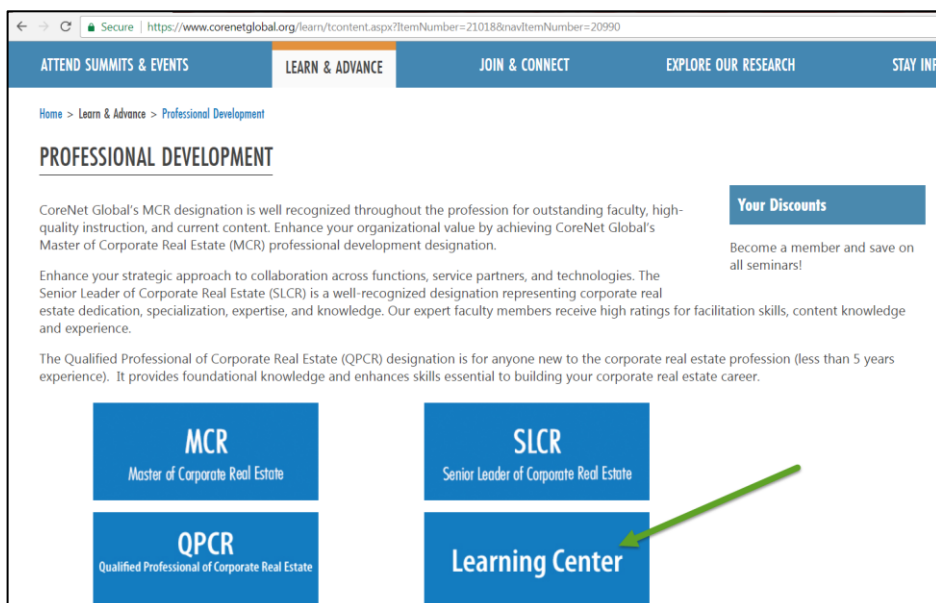


ACCESSING THE LEARNING CENTER

1. Access the **CoreNet Global Learning Center**, through our website:
www.corenetglobal.org
2. Navigate to the **Professional Development** page, one of the dropdown options under the Learn & Advance tab



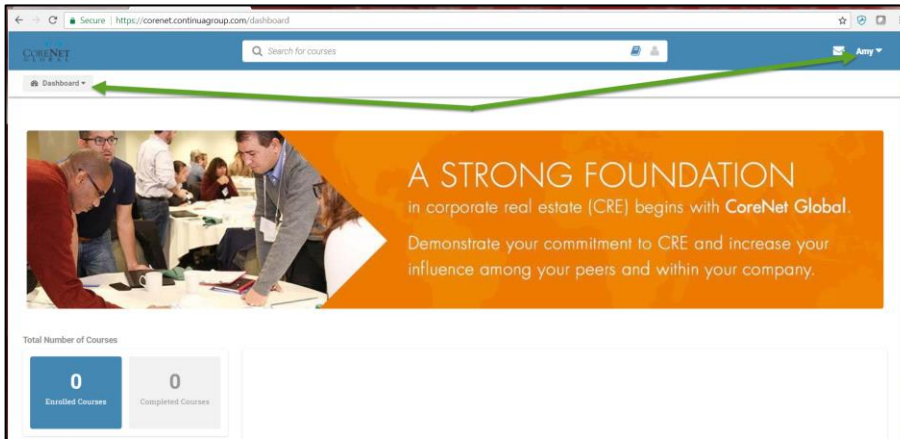
3. Select the **Learning Center** button



Learning Center User Guide



4. The Learning Center opens to your personal Dashboard



Learning Center User Guide



FIRST LOGIN

1. The first time you access the Learning Center, you **may** be asked to provide log in credentials

2. Enter the same log in credentials that you use to access your My CoreNet Global account.

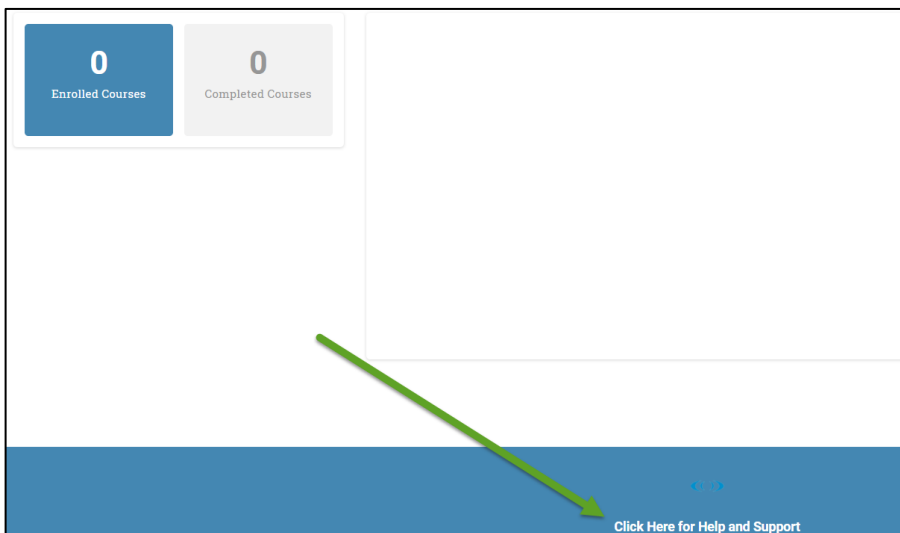
NOTE: Future requests for access to the Learning Center, will pass your credentials through without the need for a separate log in.

Learning Center User Guide



TECHNICAL SUPPORT

1. If you need support **to access the Learning Center** from the www.corenetglobal.org, please contact Learning & Professional Development - learning@corenetglobal.org
2. For technical support **within the Learning Center and/or the courses** in the catalog, please contact the Learning Center dedicated technical support team. Support is available 24/7/365 to ensure a timely response for Learning Center issues.
3. To contact technical support, select the statement **Click Here for Help and Support** at the bottom of the Learning Center pages



4. You can contact Learning Center Technical Support by phone using the following US phone number: 1-800-531-6489
5. You can also contact Learning Center Technical Support using the contact form available on the Learning Center when you click the link shown in the screen shot above.

Learning Center User Guide



sup.com/contact-and-support/

Continua MANAGED LEARNING SERVICES CONTINUA LEARNING COURSE DEVELOPMENT ABOUT SUPPORT & CONTACT

Complete the form below and a support or sales consultant will get back to you shortly.

Your Name *

First: Last:

Your Email Address *

Your Phone Number

Your Agency *

What can we help you with? *

Your Message *

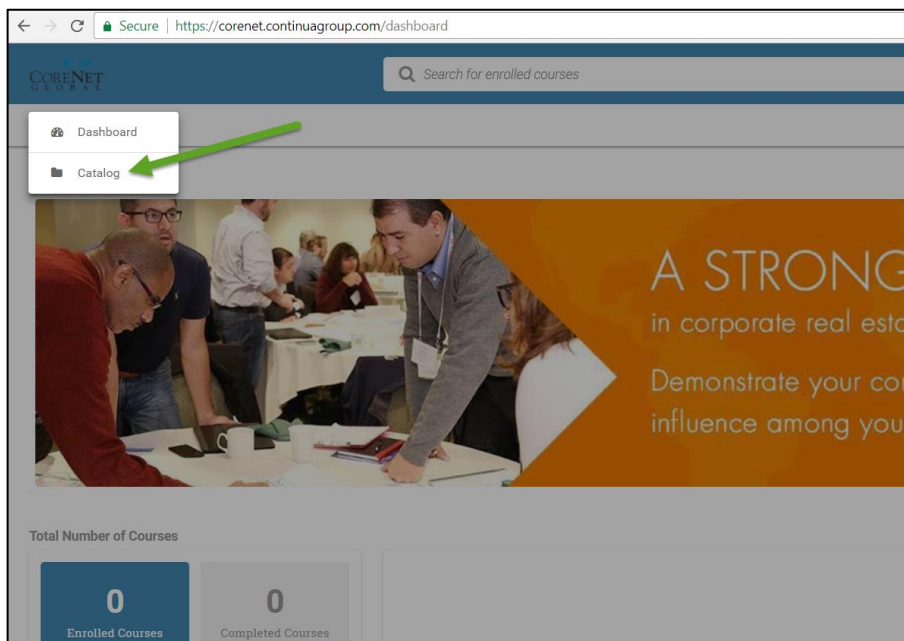
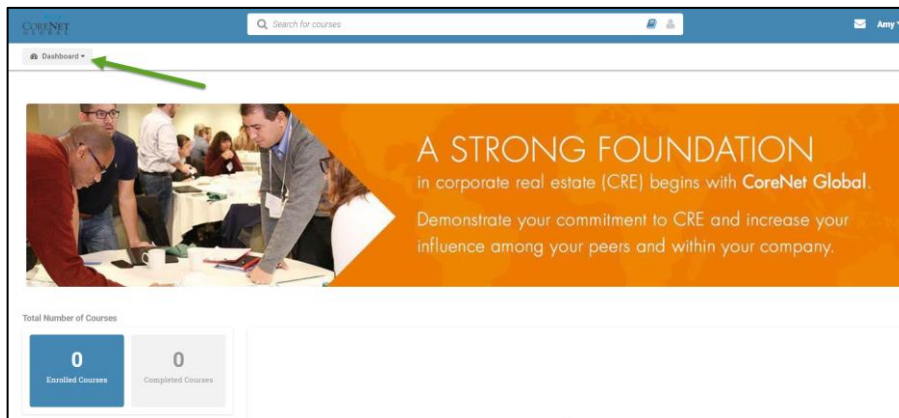
Call us directly for tech or sales support
Continua Support Number: 800-531-6489
Office
9808 Coronado Lake Drive
Boynton Beach, FL 33437

Learning Center User Guide



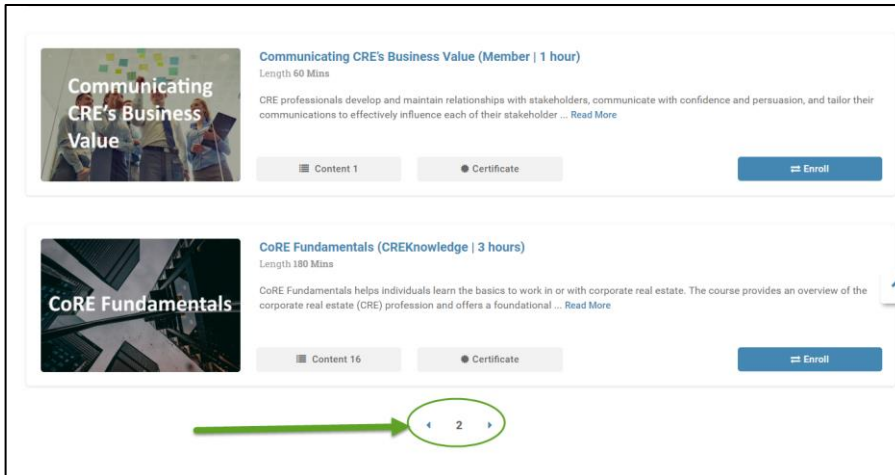
REVIEWING THE COURSE CATALOG

1. To see all courses in the catalog, from the **Dashboard** dropdown, select the **Catalog**

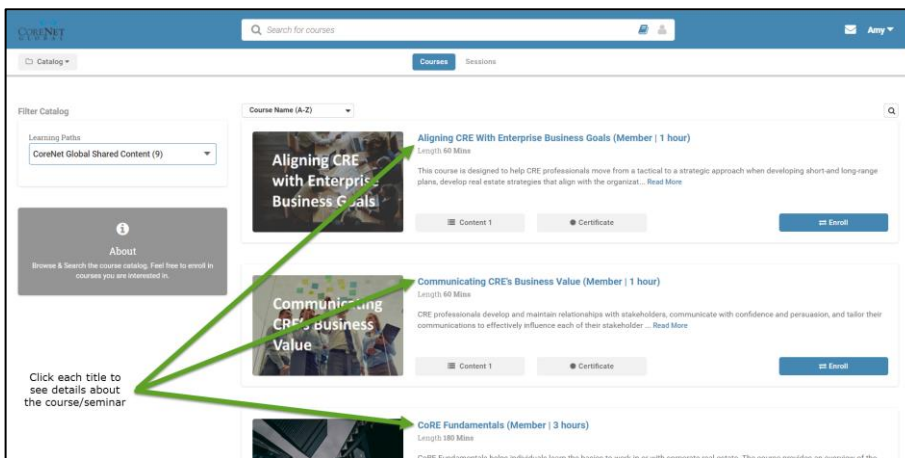


2. Scroll up and down the catalog pages to view the titles of the courses in your catalog. Use the previous and next arrows at the bottom of the page to navigate throughout the entire catalog

Learning Center User Guide

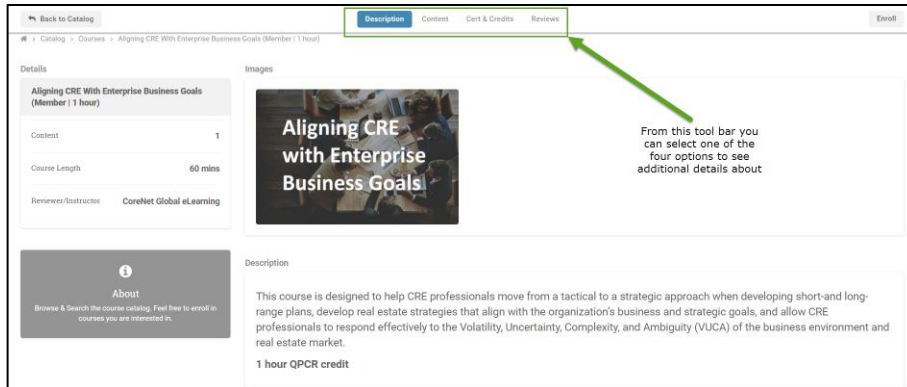


3. To see details regarding a course/seminar, click the title.

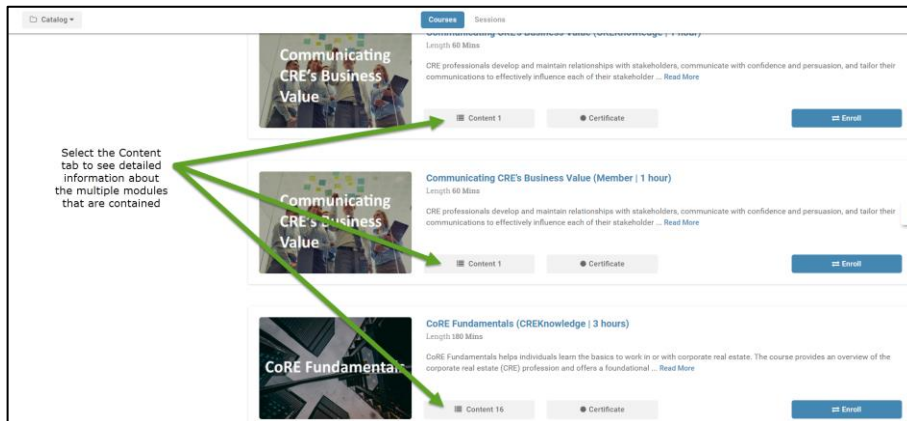


4. Within the course page you can use the upper tool bar to see the course description, an outline of the content, what certificate you will receive upon successful completion and any reviews that have been added by others who have taken the course/seminar.

Learning Center User Guide



5. Alternately, to quickly navigate to the course content, you can click on the **Content** button to the right of the title box.

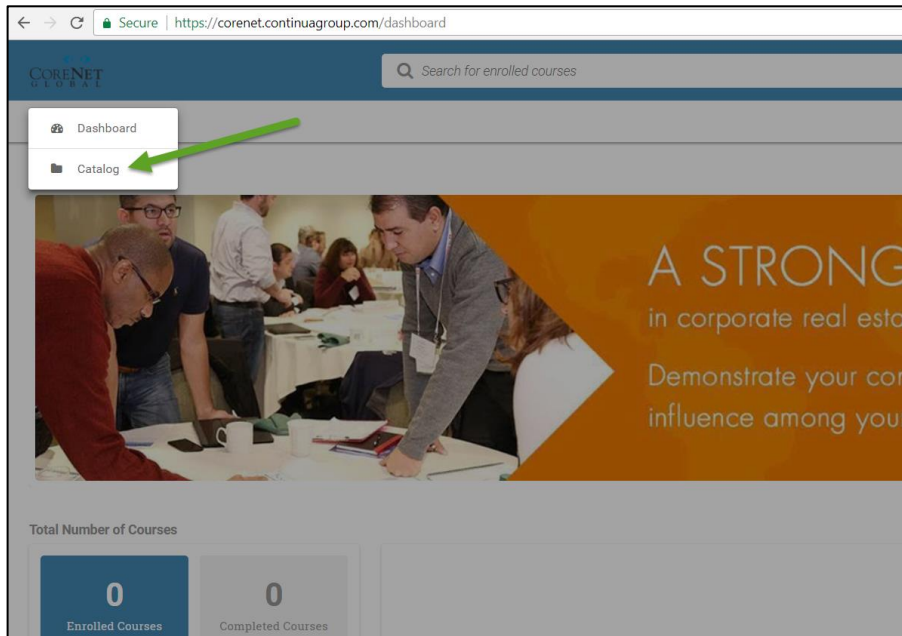


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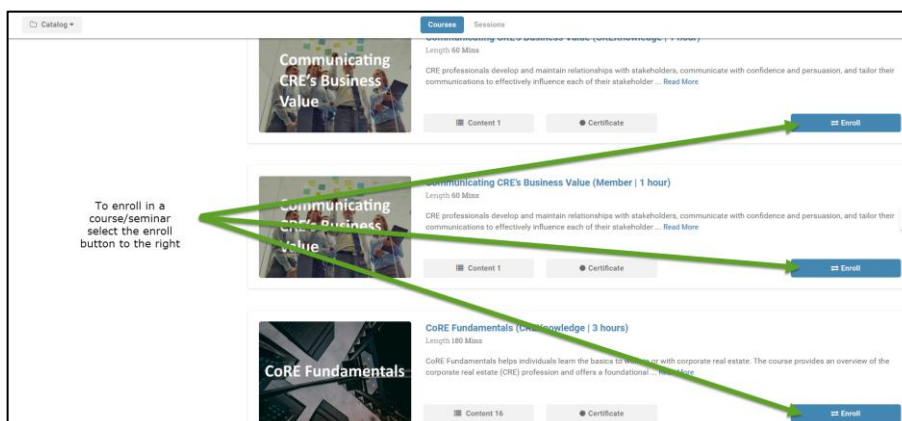


ENROLLING IN COURSES

1. To enroll in learning, use the Catalog view to navigate to the course within the catalog. Select the Enroll option

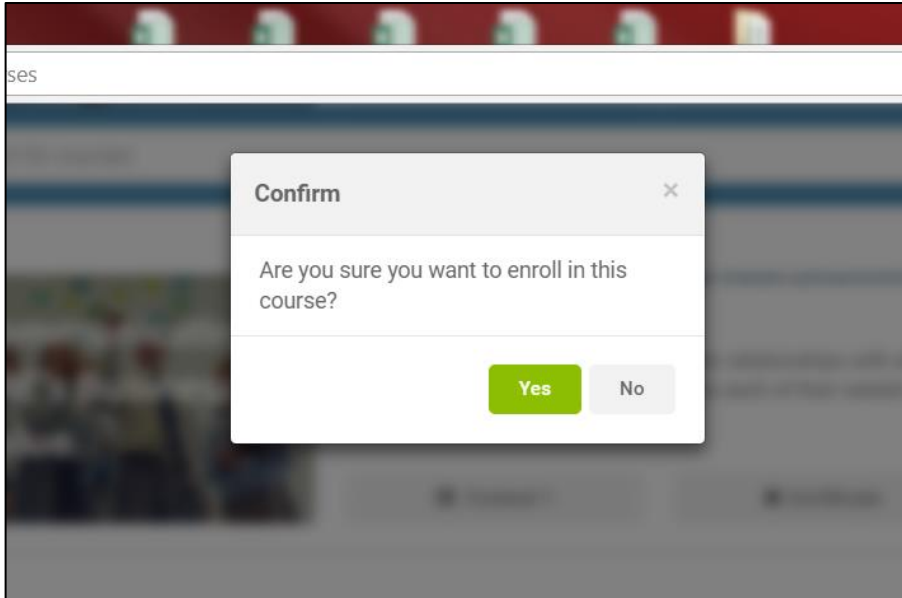


2. Select the Enroll option

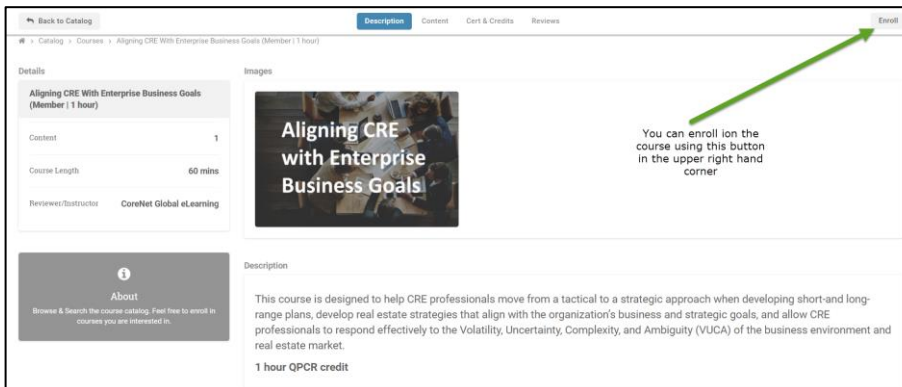


3. You will receive a request to confirm you wish to enroll in the course. Select yes to confirm or no to cancel the enrollment

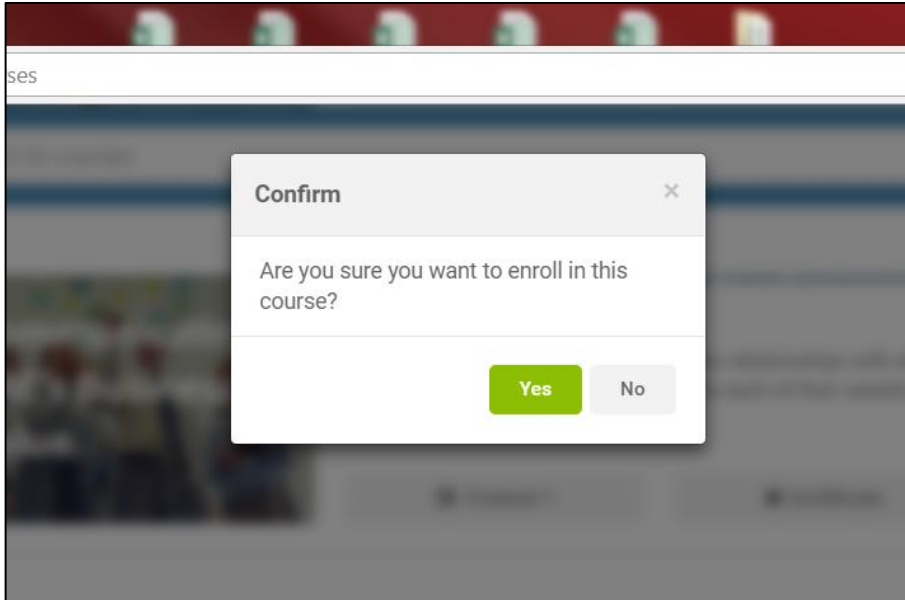
Learning Center User Guide



4. Alternately, if you prefer to select the course title, using the upper tool bar, you can also enroll in the course/seminar. You will receive the confirm of enrollment using either method.



Learning Center User Guide

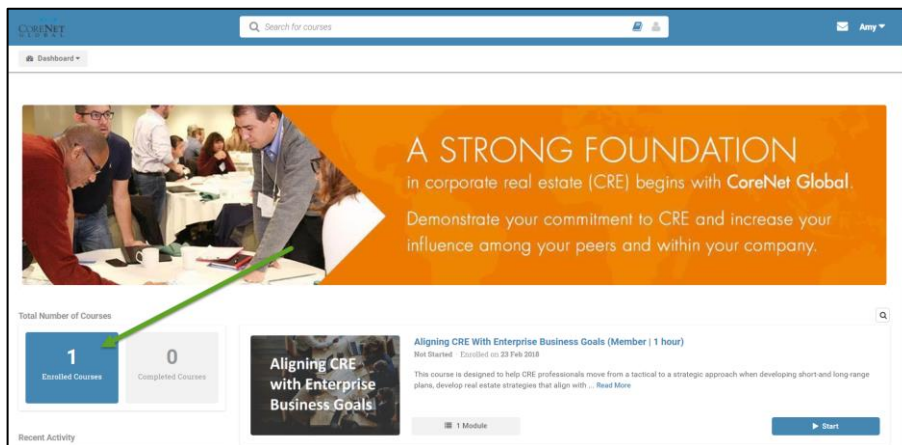


Learning Center User Guide

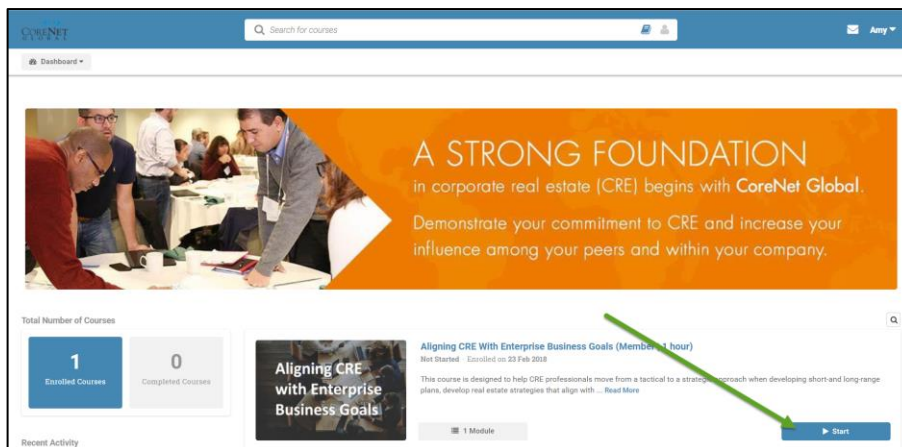


COMPLETING EARNING COURSES

1. When ready to begin an elearning course, navigate to the **Dashboard**. Select the Enrolled Courses box to see the full list of your course/seminar enrollments.



2. Select the **Start** button for the desired eLearning and follow directions.



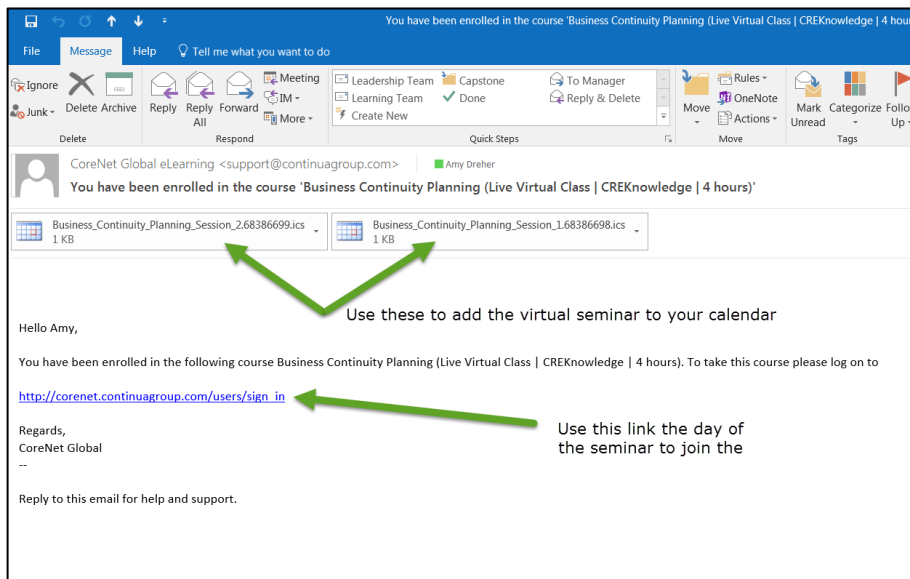
NOTE: You may access elearning courses from any device: laptop, tablet, or smart phone (either iOS or Android operating system)

Learning Center User Guide



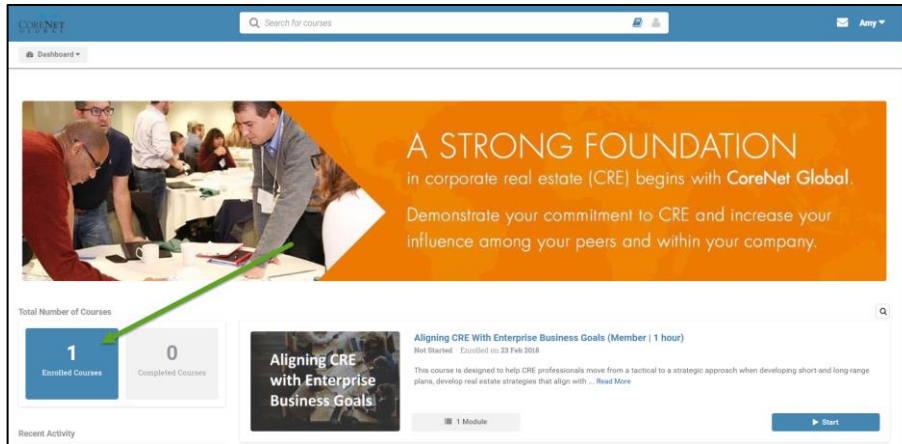
JOINING A VIRTUAL CLASSROOM SEMINAR

1. At the time of enrollment, you receive an email from the CoreNet Global WebEx Training Center/LMS Support with information about participation on the designated date(s) of the seminar.
2. The email provides details for adding the seminar to your calendar, how to prepare your computer to participate in the upcoming seminar, links to download materials, pre-work assignments and a link to join the seminar.

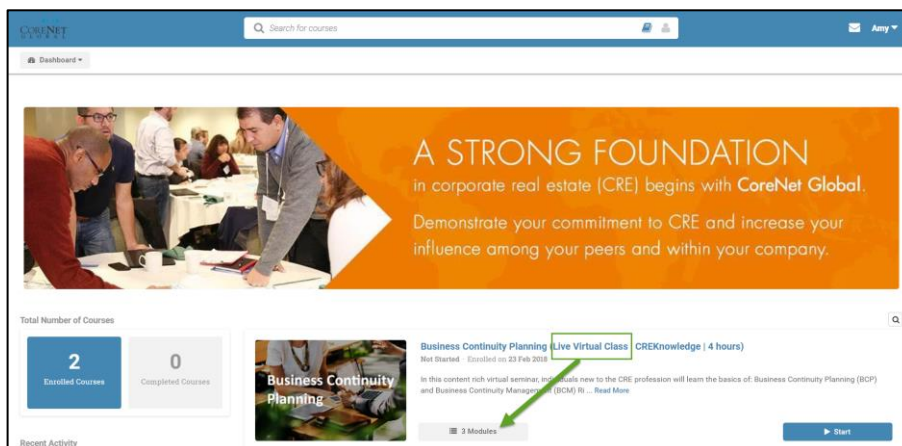


3. Please add support@continuagroup.com to your safe senders list to avoid critical information being caught in SPAM filters.
4. When ready to participate in the virtual classroom seminar, join using the details contained in the enrollment email and/or calendar notice previously accepted to your calendar.
5. Alternately, you can get information about the date/time of the seminar, to easily locate it in your calendar by navigating to the Learning Center to your **Enrolled Courses**

Learning Center User Guide



6. Click on the Content button for desired seminar.



7. Click on the title of the session for a summary of the date/time of the event

Learning Center User Guide



This screenshot shows the course details page for 'Building Strategic Thinking Skills (Live Virtual Class | B&LSkills | 6 hours)'. The page has a blue header with the 'CORENET GLOBAL' logo and a search bar. Below the header, there are tabs for 'Description', 'Content', 'Cert & Credits', and 'Reviews', with 'Content' being the active tab. The 'Details' section on the left lists the course name, content (4 units), length (6 hours), and reviewer/instructor (Paul Thurman). The 'Content' section on the right lists four items: '1. Building Strategic Thinking Skills (Session 1)' (Session), '2. Building Strategic Thinking Skills (Session 2)' (Session), '3. Building Strategic Thinking Skills (Session 3)' (Session), and '4. Building Strategic Thinking Skills Assessment' (Module). A green arrow points to the first session item. At the bottom left, there is an 'About' button and a message: 'Browse & Search the course catalog. Feel free to enroll in courses you are interested in.'

This screenshot shows a modal window for 'Building Strategic Thinking Skills (Session 1)'. It contains the following information: Instructor: Paul Thurman; Starting: 24 April 2018, @ 9:00 am; Ending: 24 April 2018, @ 11:00 am; Type: Single-day Session; Timezone: (GMT-05:00) Eastern Time (US & Canada); Notes: (empty); ILT Session Description: This is a live virtual classroom event called Building Strategic Thinking Skills. At the bottom right, there are two buttons: 'View Course' and 'Close'.

NOTE: You may access virtual classroom seminars from any device (laptop, tablet, or smart phone -either iOS or Android operating systems). However, cell phones generally do not provide the best quality experience because of the likelihood of reverberation and background noise. We highly recommend that you participate in virtual seminars using a device other than a smart phone. Good quality headsets with built in microphones are highly encouraged for every device.