Corporate Real Estate and Facilities Strategy Course

7 – 11 March 2027
Nairobi

AGILE LEADERS
Training Center

AGILE LEADERS
Training Center

Corporate Real Estate and Facilities Strategy Course

Ref: 962_173375 **Date:** 7 – 11 March 2027 **Location:** Nairobi **Fees:** 4500 Euro

Overview

Corporate Real Estate and Facilities Strategy Course is a 1-week course for property, facilities, workplace, portfolio, and finance professionals who leave with a Corporate Real Estate and Facilities Strategy. Participants connect portfolio choices, occupancy, workplace services, lifecycle decisions, lease and asset data, vendors, costs, risk, sustainability, and governance. Agile Leaders Training Center delivers this course on corporate real estate and facilities strategy.

Who Should Attend

- Teams responsible for property portfolios, tenure, acquisitions, disposals, and leases.
- Functions responsible for facilities services, continuity, and user experience.
- Teams responsible for workplace strategy, occupancy, and space planning.
- Functions responsible for vendors, contracts, costs, data, and performance.
- Leaders responsible for sustainability, risk, and lifecycle priorities.

The course assumes participants contribute to property, workplace, facilities, finance, or service decisions and leaves out introductory maintenance techniques and detailed building engineering.

Departments and Industries

The course supports corporate property and facilities decisions across offices, healthcare, education, industry, retail, and public-service estates.

- Corporate real estate and property portfolios
- Facilities and workplace management
- Finance, procurement, and vendor governance
- Risk, sustainability, and business continuity
- Human resources and organizational planning

Learning Objectives

By the end of this course, participants will be able to:

- Analyze demand, tenure, occupancy, and lifecycle evidence.
- Build workplace and space scenarios aligned with business needs.
- Evaluate service models, costs, vendors, and performance.
- Apply governance, risk, sustainability, and information controls.
- Prioritize property and facilities initiatives.
- Develop a Corporate Real Estate and Facilities Strategy.

AGILE LEADERS
Training Center

Course Agenda

Day 1: Portfolio and Business Alignment

- Corporate Real Estate Demand Map
- Property Portfolio Segmentation Matrix
- Tenure and Lifecycle Decision Framework
- Lease and Asset Data Quality Register
- Business Alignment and Decision Rights Canvas

Day 2: Workplace, Occupancy, and Space

- Occupancy Evidence and Utilization Dashboard
- Workplace Demand Scenario Model
- Space Standards and Capacity Planning Grid
- User Journey and Workplace Service Map
- Location and Relocation Options Appraisal

AGILE LEADERS
Training Center

Day 3: Facilities Services and Commercial Control

- Facilities Service Delivery Model
- Service Level and Outcome Specification
- Vendor Performance Scorecard
- Operating Cost Baseline and Variance Bridge
- Contract Governance and Escalation Matrix

Day 4: Risk, Sustainability, and Priorities

- Property and Facilities Risk Register
- Business Continuity Dependency Map
- Sustainability Initiative Evaluation Matrix
- Facility Information Governance Checklist
- Portfolio Investment Prioritization Model

Day 5: Corporate Strategy Practice

- Suggested Exercise: Portfolio Segmentation Decision
- Suggested Exercise: Occupancy Scenario Appraisal
- Suggested Exercise: Vendor and Cost Performance Review
- Suggested Exercise: Risk and Sustainability Prioritization
- Capstone Exercise: Corporate Real Estate and Facilities Strategy

AGILE LEADERS
Training Center

Practical Exercises

The course uses suggested activities to connect portfolio evidence, workplace needs, service performance, and governance decisions.

- Suggested activity: segment a property portfolio and compare tenure and lifecycle choices.
- Suggested activity: build occupancy and space scenarios for different operating settings.
- Suggested activity: assess service outcomes, supplier performance, costs, and escalation.
- Suggested activity: prioritize initiatives using risk, sustainability, continuity, value, and readiness.

FAQs

Who suits corporate real estate and facilities strategy training, and what does it assume?

Property, facilities, workplace, portfolio, finance, procurement, risk, and sustainability professionals suit the training. It assumes involvement in property or service decisions and excludes introductory maintenance techniques and detailed building engineering.

How does corporate real estate and facilities strategy differ from building maintenance training?

Corporate real estate and facilities strategy aligns portfolios, workplaces, services, costs, risk, and governance with business needs; building maintenance training focuses on technical inspections, repairs, and equipment reliability.

How should corporate real estate portfolios be prioritized?

Corporate portfolios are prioritized through criticality, demand, utilization, tenure, lifecycle condition, cost, risk, sustainability, continuity, and readiness.

What evidence supports workplace and facilities decisions?

Workplace and facilities decisions use occupancy, utilization, service demand, asset, lease, cost, supplier, user-experience, risk, and business-change evidence.

Conclusion

Participants take back a Corporate Real Estate and Facilities Strategy linking demand, occupancy, services, lifecycle choices, vendors, costs, risk, sustainability, and governance. The strategy makes priorities, decision rights, and evidence visible. It supports coordinated property and facilities choices across operational, financial, workplace, and leadership teams.