In response to continued demand for the India MCR Group Program for corporate real estate (CRE) professionals, the opportunity to register has been extended through February 28th, 2019. This offer includes:

- **Special pricing - 58% savings** over standard rates for group participants
- **Pricing includes** seminar registration, and CoreNet Global membership fees through December 31st, 2020
- **Automatic registration** allows for MCR completion in 18 months
- **Relationship building** with group colleagues for a lifetime of networking
- **Deeper insights** into the industries associated with the group, through ongoing engagement and activities with peers throughout the program

**How it works**
Delivered by top-rated faculty, comprised of leading experts in their fields, seminars use an interactive, team-based approach to solve problems, analyze case studies and share experiences. The members of the group participate in all seminars together, building strong relationships for career enhancement.

MCR candidates are awarded the MCR designation on completion of 100+ hours of study including three required seminars — Corporate Real Estate Finance, Real Estate’s Impact on Financial Statements, Enterprise Alignment, two elective seminars and the Capstone. Candidates must receive passing grades in each seminar. Seminars are limited in size to ensure personalized instruction and the benefits of group participation.

**Core Value**
The MCR addresses effective management of CRE functions from a strategic perspective by focusing on the CRE organization’s mission in relation to corporate goals. Valuable for mid-management CRE professionals and those aspiring to that level including end users, service providers, and developers. The curriculum has a strong financial component, emphasizing critical need for understanding corporate real estate’s linkage to corporate bottom line. The program also includes workplace strategy, portfolio management and business alignment.

For more information or to register, contact learning@corenetglobal.org or 1+ 404 589 3200

“**We had a great opportunity to rub shoulders with the best in the industry. The MCR program is absolutely worth every penny spent! The knowledge acquired on specialized topics, the classroom bonding and professional networking we all forged, and the valuable learning that emerged from sharing many worthwhile experiences across industry geographies is actually priceless**”

—Sajit Sankar, MCR, SLCR
MasterCard

**Where:** Mumbai

**When:**
- February 25th & 26th, 2019
- June 3rd & 4th, 2019
- September 4th & 5th, 2019
- December 2nd & 3rd, 2019
- March 2nd & 3rd, 2020
- June 1st - 3rd, 2020
Master of Corporate Real Estate  
2019-2020 India MCR Group Seminar Schedule

Mumbai

February 25th & 26th, 2019  
**Corporate Real Estate Finance**
Using case studies, the finance principles such as risk, return, cost of capital, net present value, and discount rate selection will be reviewed. Identify risk in portfolios and evaluate the impact on shareholder value. Perform financial analyses to identify the optimal decisions, identify inherent risk and recognize shortcomings and propose the best CRE recommendations that align with corporate priorities.

June 3rd & 4th, 2019  
**Real Estate’s Impact on Financial Statements**

September 4th & 5th, 2019  
**Enterprise Alignment**
Develop a change management strategy, lead and implement change initiatives, execute a communications strategy and identify critical success factors. Be able to define the need for change, understand resistance, and how to lead a team to implement change, measure success, and avoid pitfalls.

December 2nd & 3rd, 2019  
**Workplace Strategy Essentials**
Develop strategies that address the relationships between physical space, corporate culture, worker expectations, technology, and brand to attract, enable, and retain employees. Analyze organizational needs to develop a strategic workplace vision aligned with business goals. This seminar is the first of three seminars required to achieve the MCR workplace specialization (MCR.w).

March 2nd & 3rd, 2020  
**Portfolio Management**
Examines the increasingly complex corporate real estate needs. While initially driven by a desire to mitigate risk and avoid unnecessary costs, portfolio management professionals today also strive to enhance productivity of workers and business units and maintain the most flexibility regarding space.

June 1st, 2nd & 3rd, 2020  
**Capstone: Leadership and Strategy**
A highly interactive culminating experience for the MCR program that draws on knowledge from previous seminars. Analyze complex business scenarios to formulate, propose, and defend real estate solutions that align with corporate priorities. Understand real estate from a holistic, integrated, and strategic perspective. Collaboratively develop and adapt solutions to create value by analyzing case studies, propose, and defend recommended solutions.

For more information or to register, contact learning@corenetglobal.org or 1 + 404 589 3200

“This is a great program. I have thoroughly enjoyed the MCR seminars. Apart from a great platform for honing professional skills, it’s a great networking opportunity as well.”

—Kumara S., MCR, SLCR  
Director Real Estate & Facilities Management  
Citrix India

“My first experience to attend a CoreNet Global seminar was very insightful about emerging new trends in corporate office space globally. It was also full of on-the-spot learning and networking opportunities.”

—Amit Puri, AVP  
RMZ Corp
Curriculum sessions begin February 25th & 26th, 2019. Companies may register one or more professionals.

Cost
Special pricing of INR180,000 includes CoreNet Global membership through December 2020, six designated MCR seminars, a ~INR420,000 value. Installment payment option available with 50% down and the remaining 50% paid within 90 days.

Terms
• Special pricing applies to six designated MCR courses offered in India through June, 2020. Space is limited. Offer expires February 28th, 2019.
• Each candidate will be pre-registered for each designated MCR sessions.
• All seminars will be held in Mumbai.
• Schedule change requests may be accommodated on a space available basis at no additional cost.
• Regular member registration fees apply for guaranteed seating in other seminars or locations.
• If a participant is unable to complete all requirements within the prescribed time frame, then additional seminar registration fees may apply.
• All additional MCR Professional Designation program guidelines apply.
• Companies may substitute an alternate candidate if a registered candidate is unable to finish the program.

These special prices are time limited discounts offered to persons living in India and taking seminars offered in India, as CoreNet Global focuses on market development. Take advantage before fees revert to regular rates.

Sign-up Now
Contact a CoreNet Global team member to take advantage of the benefits of the MCR group program.

Cathy Thomas, Learning Relationship Manager, APAC & EMEA
Mobile: + 44 7557 687109
Email: cthomas@corenetglobal.org

Simran Zainulbhai, Associate Director, Chapter Dev & Member Relations India
Mobile: +91 99209 48445
Email: szainulbhai@corenetglobal.org

For more information or to register, contact learning@corenetglobal.org or 1+ 404 589 3200
Meet our faculty
www.corenetglobal.org/Faculty

Peter Andrew, MCR.w
Senior Director Workplace Strategies, Asia
Global Corporate Services, CBRE, Singapore
Workplace Strategy Essentials

Andrew Barker, MCR, SLCR
Global Operations ISS Facility Services, Chennai, India
Capstone: Leadership and Strategy

Vipul Kamani, MCR
Director, Workplace Solutions, CBRE, Mumbai, India
Portfolio Management

Sylvia Koh, MCR
Head of Consulting, APAC, JLL, Singapore
Corporate Real Estate Finance

Uma Vinay Kumar, MCR
Lead Workplace Manager, Cisco Systems, Bengaluru, India
Workplace Strategy Essentials

Elliot Lewis, MCR
Founder, ALLSPACES, Dubai, UAE
Real Estate’s Impact on Financial Statements

Arnold Ng, MCR, SLCR
Executive Manager, Corporate Services, Hong Kong Jockey Club, Hong Kong
Portfolio Management

Vinay Ramanathan, MCR
Head of Global Workplace Environment @ Nokia, USA

Neil Salton
Managing Director, Changworq, Singapore
Workplace Strategy Essentials

Sajit Sankar, MCR.w, SLCR
Real Estate Services — Asia Pacific, Mastercard, Singapore
Enterprise Alignment

Shamsher Sindhu, MCR
Executive Vice President — Infrastructure & Projects, Kotak Mahindra Bank, Mumbai
Capstone: Leadership and Strategy

Somy Thomas
Managing Director, Valuation & Advisory Services, Cushman & Wakefield, Bengaluru, India
Corporate Real Estate Finance; Real Estate’s Impact on Financial Statements

Praveen Vasudeva, MCR
Head of Real Estate APJC & India, Cisco Systems, Bengaluru, India
Capstone: Leadership and Strategy

Steve Williamson, MCR
Executive Director, Head of Property Mgt., Asia, Morgan Stanley, Hong Kong
Corporate Real Estate Finance

Tony S. F. Wong, MCR, SLCR
Director, Workplace Resources, APAC & Japan, Cisco Systems, Hong Kong
Capstone: Leadership and Strategy

Mike Zamora, MCR, SLCR
Senior Director, Asia Real Estate Advisors, Hong Kong
Capstone: Leadership and Strategy

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