

## **CURATED LEARNING PATH**

# **WS02**

# **Workplace Strategy — Advanced**





Our industry-specific courses offer a unique approach that not only focuses on technical skills but also emphasises understanding the perspectives of yourself and others in the field. By examining the distinct responsibilities of each key role in commercial property management and leasing, we foster a deeper understanding of the dynamics and interactions between stakeholders.

Whether you're a leasing agent, property manager, or real estate professional, this course will equip you with the skills and knowledge to navigate the complexities of commercial leasing and elevate your career.

Enrol today and gain practical insights that will help you advance in the industry, improve your day-to-day performance, and increase your professional value.

## What is **SKILLINGS** Education?

**SKILLINGS Education is Australasia's #1 eLearning platform for real estate, offering the only comprehensive self-guided training platform for the real estate and construction industries.**

Our training programs are used by organisations in 28 cities worldwide to cross-train employees using specific course libraries. The complete SKILLINGS Education library, with over 500 courses, is now available to individuals for the first time.


# What is **SPECIAL** about us?

Our courses offer a unique approach that explores both your role and the roles of others you collaborate with in your work. This dual perspective helps you gain a deeper understanding of your responsibilities and enhances your ability to navigate complex professional relationships, setting our training apart from traditional, role-based learning.

By gaining insights into various professional perspectives, you'll be better equipped to collaborate effectively, make informed decisions, and tackle real-world challenges in your field.

This approach ensures that you're not just learning theory, but gaining skills that will directly impact your daily performance and career growth.

Designed for professionals at all stages of their careers, from beginners to seasoned experts, our courses include real-world scenarios, case studies, and interactive quizzes to reinforce your learning. Whether you're building foundational knowledge or enhancing advanced skills, our courses are ideal for professionals looking to advance their expertise and make an immediate impact in their roles.



**Start learning today**  
and elevate your  
career with the  
practical, actionable  
insights that set our  
training apart.

# How does it **WORK?**



## **6 MODULES, 20+ COURSES**

The WS02 curated learning path follows a self-paced learning model, with approximately 60 minutes of study recommended per week over 10 weeks. Extensions may be available upon request.



## **COMPREHENSIVE COURSE RESOURCES**

To support your learning experience, learners will receive supplementary materials, including a Participant's Guide and Course Resource Workbook. These materials are designed to reinforce key concepts, provide additional exercises, and serve as valuable references to deepen your understanding and enhance your learning. The Participant's Guide will serve as a quick guide to your learning journey, while the Course Resource Workbook reinforces your learning and help you apply key concepts.

These materials are easily accessible online, allowing you to refer to them anytime during and after the course.



## **DEDICATED SUPPORT TEAM**


Throughout the course, learners are supported by our dedicated support team, who are available via email, live chat, or phone to answer questions, provide guidance, and assist with any challenges. Our team offers personalised, responsive support, ensuring that your specific needs are addressed promptly. We are available throughout the course, including evenings and weekends, to fit your schedule. Additionally, our team proactively checks in to make sure you're progressing smoothly and to offer guidance as needed. And even after you complete the course, you'll continue to have access to ongoing support to help you implement your newfound skills and knowledge.



# Learning **OUTCOMES**

Upon successful completion of this course, participants will:

- Understand the process of leading a workplace strategy consulting engagement
- Define and respond to client briefs with structured proposals and fee models
- Map out typical workplace strategy milestones and delivery phases
- Translate discovery findings into actionable workplace programmes
- Gather and interpret quantitative and qualitative evidence to inform recommendations
- Identify key deliverables and strategy-driven initiatives post-workshop
- Communicate strategic intent clearly across client and consultant teams
- Align workplace strategy outcomes with business goals and cultural aspirations



Support workplace strategy with clarity and confidence – from interpreting client briefs and structuring proposals to aligning discovery, data, and delivery for strategic project outcomes.

# MODULES

This curated learning path consists of 6 comprehensive modules, each designed to build your expertise step by step:

## MODULE 1

### THE WORKPLACE STRATEGY - UNDERTAKING A CONSULTING EXERCISE

*Define the strategist's role and map the workplace transformation journey*

Understand when and how to engage a workplace strategist, explore the challenges of strategy development, and identify the phases, plans, and opportunities that shape workplace transformation.

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**COURSE 1: Your Role As a Workplace Strategist**

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**COURSE 2: Choosing the Right Person for the Strategist Role**

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**COURSE 3: Workplace Strategy: How to Build and Lead a Project Plan**

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## MODULE 2

### WINNING THE WORK - TENDERING AND FEE STRUCTURES

*Create winning proposals, define fees, and collaborate with project teams*

Learn how to develop strong tender responses, establish workplace strategy fees, onboard the right team, and collaborate effectively with clients to align scope, scale, and decision-making processes.

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**COURSE 1: Tendering and Proposal Writing - Workplace Strategy Projects**

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**COURSE 2: Fee Structuring - Calculating Costs for the Project**

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**COURSE 3: Launching a Workplace Project: Aligning Teams from Day One**

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# MODULES (cont.)

## MODULE 3

### UNDERSTANDING PROCESSES DEPLOYED - GATHERING QUANTITATIVE EVIDENCE

*Run discovery workshops, gather data, and translate insights into strategy*

Understand how to facilitate discovery workshops, collect workplace data, engage stakeholders across the project lifecycle, and interpret insights to shape strategy reports that reflect organisational needs and leadership priorities.

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**COURSE 1:** How People Work - Activating the Workplace and Workforce

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**COURSE 2:** Workplace Analytics 101

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**COURSE 3:** Stakeholder Engagement for Workplace Strategy - The Initial Engagement Phase

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**COURSE 4:** Stakeholder Engagement for Workplace Strategy - Strategy and Implementation Phases

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**COURSE 5:** Leading Executive Team Interviews in Workplace Projects

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**COURSE 6:** Creating the Workplace Strategy Report: From Insight to Implementation

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# MODULES (cont.)

## MODULE 4

### BRIDGING THE GAP - CONNECTING THE STRATEGY AND DELIVERY PHASES

*Develop strategy themes, conduct diagnostics, and shape endorsed solutions*

Understand how to develop workplace strategy themes, perform diagnostics and situational analysis, and align design and change solutions with client profiles and baseline data.

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**COURSE 1:** Themes - Part 1 - Case Study - Strategy Development Process and Landing on the Client Themes

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**COURSE 2:** Themes - Part 2 - How the Workplace Themes Are Implemented

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## MODULE 5

### SOCIALIZE AND DELIVER THE WORKPLACE THEMES - PEOPLE, PROCESS, PLACES

*Translate strategy outcomes into communication, change, and technology plans*

Learn how to communicate strategy findings, forecast workforce needs, build change and communication programs, and align technology and spatial strategies to enhance current and future user experience.

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**COURSE 1:** Engaging Stakeholders in Workplace Design and Strategy

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**COURSE 2:** Exploring Staff Needs: The Origins of “In Focus” Topics

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**COURSE 3:** IT Discovery - Capturing Current and Future Requirements

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**COURSE 4:** Etiquettes for the New Workplace - And the Role of the Working Group

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**COURSE 5:** Meeting Spaces - What Are the Work Point Functionalities for All Meeting Spaces in the New Office

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# MODULES (cont.)

## MODULE 6

### PROJECT FEEDBACK - UNDERSTANDING HOW FEEDBACK IMPROVES ROI

*Capture lessons learned, support sustainability, and demonstrate impact*

Understand how to run lessons learned and change sustainability workshops, use client feedback for service improvement, and communicate ROI by evaluating workplace activation and performance.

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#### COURSE 1: Leveraging Lessons Learned for Project Success

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#### COURSE 2: Change Sustainability Workshop - Part 1 - Overview of a Workshop Format

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#### COURSE 3: Change Sustainability Workshop - Part 2 - Overview of a Workshop Format

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# What is the **COST**?

The cost of the learning path is AUD \$399.00, offering exceptional value for a comprehensive learning experience. This fee includes:

- ✓ 24/7 eLearning access to the course content for 10 weeks, allowing you to learn at your own pace, anytime, anywhere.
- ✓ Ongoing support from our dedicated team, available to assist you with any questions or challenges throughout the course.
- ✓ Extensive course materials that support and enhance your learning, including practical resources and real-world examples.
- ✓ Certificate of Completion, validating your newly acquired skills and enhancing your professional credentials.



**Act like a workplace advisor – align discovery outputs, fee models, and delivery strategies to drive outcomes with confidence, clarity, and structure.**





What our **CUSTOMER**  
say about our training



**SIMON RAPER**

**DIRECTOR**

Head of Savills Design APAC

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"The content SKILLINGS Education developed goes beyond the old workplace training models. It focuses on hybrid work, change management, and client-focused design—topics that are highly relevant to our teams and clients."

## How to **ENROL**

Ready to take the next step? Enrol in the learning path by:

### 1. **ENROL ONLINE**

Visit our website [here](#) to purchase the learning path and start your learning journey.

### 2. **CONTACT US DIRECTLY**

Reach out to our Team at [info@skillingseducation.com.au](mailto:info@skillingseducation.com.au) or call 1300 231 176 to discuss your enrolment.

If you have any questions or need further assistance, don't hesitate to contact us. We look forward to supporting you on your learning journey!



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