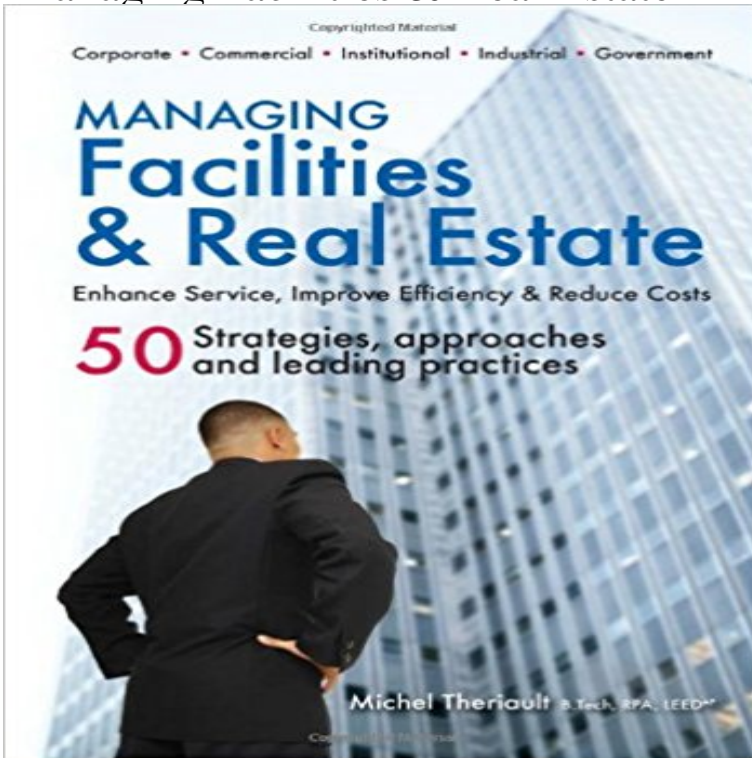


Managing Facilities & Real Estate



This book provides strategic practices for Leaders in the Facility, Real Estate & Property Management Profession. Whether you manage facilities directly, use a service provider or have a landlord, these strategies help you deliver results for your organization and support their core business. Managing Facilities and Real Estate has become increasingly complex. Success requires a broad technical understanding of facilities combined with solid strategic, management and leadership skills to deliver services for your organization and advance your career. This book includes tools to leverage your existing knowledge and skills to improve efficiency, enhance services and reduce costs while demonstrating your value to your organization. The 50 techniques and approaches are grouped in the following strategic areas:

- Management & Leadership
- Outsourcing FM Functions
- Strategic Management
- Getting Performance
- Communicating to Influence
- Customer Service
- FM Systems
- Cost and Productivity
- Procuring Services
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