



# Flexible Workspace and Coworking Operator Management Course: Memberships, Pricing and Centre P&L

18 – 22 April 2027

Riyadh - KAFD district five-star



## Flexible Workspace and Coworking Operator Management Course: Memberships, Pricing and Centre P&L

**Ref:** 2054\_30089 **Date:** 18 – 22 April 2027 **Location:** Riyadh - KAFD district five-star **Fees:** 20000 SAR

### Introduction:

Flexible workspace and coworking operator management is a 1-week course for real estate, development and flex office operating units that ends with a Flex Centre Launch and Operating Plan for a case building. Landlords who open coworking floors without a sound deal structure, product mix and pricing logic often carry empty desks, thin margins and members who leave after a few months. Nominees already manage leasing, business centres or workspace products, and learn through a modelling build on occupancy, pricing and centre P&L data. CoreConcept Training Center delivers this flexible workspace and coworking operator management course.

### Course Objectives:

- Assess the demand, member segments and building suitability for a flexible workspace product in a given catchment
- Compare lease, management agreement, revenue share and in-house operator structures and recommend one for a landlord
- Design membership tiers, rate cards and ancillary services across hot desks, dedicated desks, private offices and meeting rooms
- Plan workstation density, sellable desk count and fit-out budget for a coworking floor
- Track occupancy, revenue per available desk, churn and community activity to steer centre performance
- Build a centre P&L with ramp-up, break-even occupancy and sensitivity tests to support a launch decision

### Target Audience:

- Landlord and developer units deciding whether to add flex office floors to new or existing buildings
  - Business centre and coworking management teams accountable for occupancy, member revenue and centre margins
  - Leasing and commercial units responsible for workspace products, rate cards and broker relationships
  - Community and member services teams running onboarding, events and front-of-house service
  - Investment and asset management units that approve fit-out budgets and operator partnerships
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## **Course Outline:**

### **Day 1: Flexible Workspace Market, Product Ladder and Demand Baseline**

- Serviced Office, Managed Suite and Coworking Product Definitions
- Real-Estate-Centric Versus Community-Centric Operator Positioning
- Member Segments From Startups to Overflow and Project Teams
- Catchment Demand Study Using Office Stock and Vacancy Data
- Case Building Suitability Scorecard for a Flex Floor

### **Day 2: Landlord and Operator Deal Structures**

- Conventional Lease to Operator and Rent Guarantee Exposure
- Management Agreement Fee Waterfall and Landlord Revenue Ownership
- Revenue Share and Hybrid Partnership Split Modelling
- In-House Landlord Flex Brand Versus Partner Operator Comparison
- Deal Structure Decision Matrix Weighing Risk, Control and Return

### **Day 3: Membership Products, Pricing and Space Planning**

- Hot Desk, Dedicated Desk and Private Office Tier Design
- Bundled Versus Unbundled Pricing and Ancillary Service Menu
- Virtual Office, Day Pass and Meeting Room Rate Cards
- Workstation Density Planning and Sellable Desk Count Layout
- Fit-Out Capital Budget and Furniture Specification per Workstation

### **Day 4: Occupancy, Revenue per Desk, Community Operations and Problem Cases**

- Occupancy Ratios for Desks Sold Versus Sellable Inventory
- Revenue per Available Desk and Average Member Price Tracking
- Member Churn Analysis, Renewal Offers and Discount Leakage
- Community Manager Role, Events Calendar and Member Onboarding Journey
- Broker Commission, Front-of-House Service and Complaint Recovery Procedures

### **Day 5: Modelling Build on the Flex Centre Launch and Operating Plan**

- Case Building Brief With Floor Plates and Catchment Data
  - Centre P&L Model With Ramp-Up and Stabilised Trading
  - Break-Even Occupancy and Sensitivity Testing on Price Levels
  - Pre-Opening Sales Pipeline and Launch Marketing Calendar
  - Flex Centre Launch and Operating Plan Completion and Review
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## Skills You Will Gain:

- Flex Workspace Demand Assessment
- Operator Deal Structuring
- Membership Tier Design
- Workspace Rate Card Setting
- Workstation Density Planning
- Coworking Community Management
- Desk Revenue Analysis
- Centre P&L Modelling

## Why Attend This Course:

- Deliver a Flex Centre Launch and Operating Plan for a case building to the asset owner, investment committee or operator board
- Decide which deal structure, product mix and price levels a flexible workspace centre should open with
- Avoid fit-outs that yield too few sellable desks, discounting that erodes margin and operator terms that leave the landlord carrying all the risk
- Share the demand scorecard, rate card template, churn tracker and centre P&L model with leasing and operations colleagues

## Conclusion:

Back at work, the participant gives the asset owner or investment committee a Flex Centre Launch and Operating Plan that ties the chosen deal structure, membership products, layout and price levels to a centre P&L with a clear break-even occupancy. The committee uses it to approve the fit-out budget, the operator terms and the pre-opening sales targets. After the first six months of trading, the centre team should compare occupancy, revenue per available desk and member churn with the plan and adjust pricing, product mix or community activity.

## Frequently Asked Questions FAQ:

### What should participants know before a flexible workspace and coworking operator management course?

Participants should already work in leasing, asset management, business centre or workspace operations. Bringing anonymised floor plans, rent rolls or occupancy reports lets them test the deal matrix, rate card and centre P&L model on a building they know.

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## **How does flexible workspace and coworking operator management differ from a general property management course?**

Property management deals with long leases, tenancy schedules and service charges. This course deals with short-term memberships sold by the desk or office, operator deal structures, community services and a centre P&L driven by occupancy and price per member.

## **Which metrics matter most in flexible workspace and coworking operator management?**

Occupancy of sellable desks and offices, revenue per available desk, average member price and member churn matter most. Together they show whether a centre can reach break-even occupancy and whether discounts or a weak product mix are holding margins back.

## **What do participants take back from flexible workspace and coworking operator management training?**

Participants return with a Flex Centre Launch and Operating Plan for a case building, plus a demand scorecard, deal structure matrix, rate card template, churn tracker and centre P&L model they can adapt to their own buildings.

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