


CFE PATHWAYS

CERTIFIED FRANCHISE EXECUTIVE PROGRAM

CFE Pathways is simply a guide designed to help executives choose programs that are specifically targeted at their job role.

	Marketing Pathway Programs	Franchise Recruitment Pathway Programs	HR Pathway Programs	Franchisee Support/Field Management Pathway Programs	Franchisor Leadership Pathway Programs	Franchise Business Pathway Programs
 Franchise Council of Australia	National Franchise Convention 400 Credits 1 Day Conference 200 Credits	National Franchise Convention 400 Credits 1 Day Conference 200 Credits	National Franchise Convention 400 Credits 1 Day Conference 200 Credits	National Franchise Convention 400 Credits 1 Day Conference 200 Credits	National Franchise Convention 400 Credits 1 Day Conference 200 Credits	National Franchise Convention 400 Credits 1 Day Conference 200 Credits
Online Courses Australia	Marketing Skills Bundle 400 Credits Emotional Health at Work 75 Credits	Franchise Recruitment Skills Bundle 400 Credits Emotional Health at Work 75 Credits	HR - Management Skills Bundle 400 Credits HR - Recruitment Skills Bundle 250 Credits Emotional Health at Work 75 Credits	Franchisee Support Skills Bundle 400 Credits Emotional Health at Work 75 Credits	Leadership Skills Bundle 400 Credits Emotional Health at Work 75 Credits	Franchise Management Skills Bundle 400 Credits Emotional Health at Work 75 Credits
Franchise Relationships Institute	Culture of Franchising Workshop 80 Credits	Culture of Franchising Workshop 80 Credits Franchisor Excellence Masterclass 320 Credits	Culture of Franchising Workshop 80 Credits	Field Manager Bootcamp 320 Credits Culture of Franchising Workshop 80 Credits Advanced Field Manager Bootcamps 320 Credits	Franchisor Excellence Masterclass 320 Credits Culture of Franchising Workshop 80 Credits	
Franchise Advisory Centre	Introduction to Franchising 200 Credits Franchise Marketing Forum 160 Credits Organising a Franchise Conference 100 Credits	Effective Franchise Recruitment Workshop 200 Credits Managing Franchisee Underperformance 100 Credits Managing Franchise Resales 100 Credits	Introduction to Franchising 200 Credits Training and Induction for Franchisors and Franchisees 75 Credits Resolving Franchise Disputes 100 Credits	Managing Franchisee Underperformance 100 Credits Introduction to Franchising 200 Credits Resolving Franchise Disputes 100 Credits	Franchise Leadership Forum 160 Credits Improving Franchise Advisory Councils 100 Credits Resolving Franchise Disputes 100 Credits	Introduction to Franchising 200 Credits
The Proven Group			Cultivating Psychological Safety 150 Credits Problem Busters for Managers of a Franchise Business 200 Credits The 5 Functions of an Effective Team for Franchisees 200 Credits	Conflict Resolution for Franchisee Managers 150 Credits Leadership at the Top - How to Lead a Successful Team of Franchisees 200 Credits	Organisational Transformation for Franchisors 200 Credits Leadership at the Top - How to Lead a Successful Team of Franchisees 200 Credits Understanding Leadership & Management 150 Credits	Leading and Managing Franchise Teams 500 Credits Excel Intermediate - Reporting Made Easy for Franchisees 150 Credits The 5 Functions of an Effective Team for Franchisees 200 Credits
ER Strategies			Franchisor Employment Compliance Obligations 25 Credits	Franchisor Employment Compliance Obligations 25 Credits	Franchisor Employment Compliance Obligations 25 Credits	Franchisor Employment Compliance Obligations 25 Credits
Franchise Right	Customer Experience Mapping 150 Credits Defining your Sustainable Competitive Advantage 75 Credits High Impact, Low Cost Local Area Marketing 150 Credits	Franchisee Target Profiling & Acquisition Planning Workshop 150 Credits	Building a Strong & Aligned Team 75 Credits	Customer Experience Mapping 150 Credits High Impact, Low Cost Local Area Marketing 150 Credits	Defining your Franchise Network Strategic DNA 75 Credits Building a Strong & Aligned Team 75 Credits Business for Good 75 Credits	High Impact, Low Cost Local Area Marketing 150 Credits
DC Strategies	Understanding Franchise Compliance for Franchise Executives 75 Credits			Specific Challenges and Opportunities in being a Franchisor 75 Credits Understanding Franchise Compliance for Franchise Executives 75 Credits	Specific Challenges and Opportunities in being a Franchisor 75 Credits Understanding Franchise Compliance for Franchise Executives 75 Credits	
Retail Doctor Group		Selling Skills 75 Credits Advanced Selling Skills 75 Credits			Leading your Team to Retail Success 75 Credits	
FocalPoint Coaching	Focus Your Time - Pareto's Law 25 Credits	Using DISC Knowledge in Leadership, Sales & Communication 75 Credits Superior Selling Skills 260 Credits Eat That Frog! 100 Credits	Using DISC Knowledge in Leadership, Sales & Communication 75 Credits Feedback Conversations 300 Credits Focus Your Time - Pareto's Law 25 Credits	Using DISC Knowledge in Leadership, Sales & Communication 75 Credits Feedback Conversations 300 Credits Strategic Coaching Skills for Leaders 400 Credits	Using DISC Knowledge in Leadership, Sales & Communication 75 Credits Feedback Conversations 300 Credits Strategic Leadership 320 Credits	Goal Setting Using SMART Goals 25 Credits Focus Your Time - Pareto's Law 25 Credits High-Performance Franchise Workshop 200 Credits Win Resales and Referrals 320 Credits
BLD Acdmy	Ideal Customer 100 Credits LinkedIn 100 Credits Social Media Marketing 100 Credits	Sales Skills 100 Credits Sales Leadership 100 Credits Sales Process 100 Credits	LinkedIn 100 Credits	LinkedIn 100 Credits Sales Leadership 100 Credits	LinkedIn 100 Credits Strategic Positioning 100 Credits	LinkedIn 100 Credits Ideal Customer 100 Credits Goal Setting 100 Credits
Other Providers			Training Central Certificate IV in Training & Assessment 750 Credits	Supporting Franchisees Supporting Franchisees 100 Credits	Franchise Simply Kickstart Franchise Training Workshop 380 Credits	ITFE Certificate IV in Entrepreneurship & New Business 2000 Credits New Business Ventures Skill Set 500 Credits

Please visit www.franchise.org.au/education/ to find out more about the Certified Franchise Executive Program or contact the FCA on 03 9508 0888 or email education@franchise.org.au