

# IRWA COURSES

## CLASSROOM BASED

### BASIC RIGHT OF WAY DISCIPLINES

100	Principles of Land Acquisition	2 days
102	Elevating Your Ethical Awareness	1 day
105	The Uniform Act Executive Summary	1 day
145	Overview of the Uniform Act Requirements	4 hours

### COMMUNICATION/NEGOTIATIONS

200	Principles of Real Estate Negotiation	2 days
201	Communication in Real Estate Acquisition	3 days
203	Alternative Dispute Resolution	2 days
205	Bargaining Negotiations	2 days
207	Practical Negotiations for U.S. Federal & Federally Assisted Projects	2 days
209	Negotiating Effectively with a Diverse Clientele	2 days
213	Conflict Management	1 day
215	ROW Acquisition for Pipeline Projects	2 days
218	ROW Acquisition for Electrical Transmission Projects	2 days
219*	Introduction to Presentation, Instruction and Facilitation	2 days
225*	Social Ecology: Listening to Community	1 day
230*	Oil and Gas Land Basics & Related Surface Rights Issues	1 day
235C	The Canadian Oil & Gas Industry Overview	2 days

### MANAGEMENT

303	Managing the Consultant Process	2 days
304	When Public Agencies Collide	1 day

### APPRAISAL

400, 400C	Principles of Real Estate Appraisal	2 days
402	Introduction to the Income Capitalization Approach	1 day
403	Easement Valuation	1 day
406A	15-Hour National USPAP Course Uniform Standards of Professional Appraisal Practice	2 days
406B	7-Hour National USPAP Course Uniform Standards of Professional Appraisal Practice	1 day
409	Integrating Appraisal Standards	1 day
410	Reviewing Appraisals in Eminent Domain	1 day
413	Uniform Appraisal Standards for Federal Land Acquisitions	3 days
415	USPAP and the Yellow Book: A Guide to Understanding Their Relationship	1 day
417	The Valuation of Environmentally Contaminated Real Estate	2 days
421, 421C	The Valuation of Partial Acquisitions	4 days
431	Problems in the Valuation of Partial Acquisitions	1 day
431C	Problems in the Valuation of Partial Acquisitions (Canadian)	1 day

### RELOCATION ASSISTANCE

501	Residential Relocation Assistance	2 days
502	Non-Residential Relocation Assistance	2 days
503	Mobile Home Relocation	1 day
504	Computing Replacement Housing Payments	2 days
505	Advanced Residential Relocation Assistance	1 day
506	Advanced Business Relocation Assistance	2 days

### ENVIRONMENT

600, 600C	Environmental Awareness	1 day
603, 603C	Understanding Environmental Contamination in Real Estate	1 day
604	Environmental Due Diligence and Liability	1 day
606, 606C	Project Development and the Environmental Process	1 day

### PROPERTY/ASSET MANAGEMENT

700	Introduction to Property Management	2 days
701	Property/Asset Management: Leasing	2 days
703	Real Property/Asset Management	1 day

### REAL ESTATE LAW

800, 800C	Principles of Real Estate Law	2 days
801	United States Land Titles	2 days
801C	Canadian Land Titles	2 days
802, 802C	Legal Aspects of Easements	1 day
803	Eminent Domain Law Basics for Right of Way Professionals	2 days
803C	Expropriation Law Basics for Right of Way Professionals	2 days
804	Skills of Expert Testimony	1 day

### ENGINEERING

900, 900C	Principles of Real Estate Engineering	2 days
901	Engineering Plan Development and Application	1 day
902	Property Descriptions	1 day

### SR/WA REVIEW STUDY SESSION

SR/WA:	SR/WA Review Study Session	3 days
SR/WAC:	SR/WA Review Study Session (Canadian)	3 days

## ONLINE

### BASIC RIGHT OF WAY DISCIPLINES

100	Principles of Land Acquisition
100	Principles of Land Acquisition (Spanish)
102	Elevating Your Ethical Awareness
105	The Uniform Act Executive Summary

### COMMUNICATION/NEGOTIATIONS

200	Principles of Real Estate Negotiation
203	Alternative Dispute Resolution
205	Bargaining Negotiations
213	Conflict Management

### MANAGEMENT

303	Managing the Consultant Process
304	When Public Agencies Collide
305	The 1-2-3's of Right of Way Project Management

### APPRAISAL

400	Principles of Real Estate Appraisal
402	Introduction to the Income Capitalization Approach
403	Easement Valuation
406A	15-Hour National USPAP Course Uniform Standards of Professional Appraisal Practice ( <i>McKissock is the provider of The Appraisal Foundation's official online USPAP course.</i> )
406B	7-Hour National USPAP Course Uniform Standards of Professional Appraisal Practice ( <i>McKissock is the provider of The Appraisal Foundation's official online USPAP course.</i> )
411	Appraisal Concepts for the Negotiator

### RELOCATION ASSISTANCE

503	Mobile Home Relocation
507	Specialized Nonresidential Payments
520	Special Topics in Replacement Housing
521	Nonresidential Fixed Payments
530	The Business Move Process

### ENVIRONMENT

600	Environmental Awareness
606	Project Development and the Environmental Process

### PROPERTY/ASSET MANAGEMENT

700	Introduction to Property Management
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### REAL ESTATE LAW

800	Principles of Real Estate Law
801	United States Land Titles
802	Legal Aspects of Easements

### ENGINEERING

900	Principles of Real Estate Engineering
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For descriptions and to find a class, visit [www.irwaonline.org](http://www.irwaonline.org).



\* classroom based only