

## Real Estate Elective Course Map

### Career Management Center Real Estate One-Pager

#### Foundational Electives

Capital Markets  
Real Estate Finance  
Real Estate Transactions

		Lending: Primary and Mezz Lending / Structured Finance / Distressed Debt	Transactions: Investment Banking / Investment Sales / Net Leasing / Rating Agencies	Asset/Portfolio Management / Client Relations	Private Equity Fund: Acquisition s, Capital Raising	REIT Sector (Publicly Traded)	Equity Research (Buy- Side/Sell Side)	Private: Corporate or Entrepreneurial / Public Agency	Advisory Services / Market Analysis / Appraisal / Underwriting / Workouts	Facilities Management: Internal or External
<b>Additional Foundational Electives</b>	Advanced Corporate Finance	X	X	X	X	X	X	X	X	
	Investment Banking Tax Factors	X	X			X	X			
	Financial Statement Analysis and Valuation*	X	X	X	X	X	X		X	
	Fundamental Analysis for Investment & Management Decisions*		X	X	X	X	X		X	
	Managerial Negotiations	X	X	X	X	X		X	X	X

*\*One second-level Accounting course recommended*

<b>Market-Based Electives</b>	Real Estate Capital Markets	X	X	X	X	X	X	X	X	
	Real Estate Portfolio Management			X	X	X	X			
	Real Estate M&A Deal Workshop	X	X		X	X	X		X	
	Global Real Estate Investment	X	X	X	X	X	X		X	
	Debt Markets	X	X			X	X		X	
	Crisis Management	X	X			X			X	
	Investment Banking		X							
	Investment and Wealth Management				X			X		
Mergers & Acquisitions		X		X				X		

<b>Strategy &amp; Management Electives</b>	Real Estate Development	X	X	X	X			X	X	X
	Advanced Seminar in Real Estate	X	X	X	X	X		X	X	X
	Real Estate Project Class		X		X			X	X	
	Turnaround Management		X		X					
	Value Investing			X	X	X	X			
	Value and Special Situation Investment			X	X		X			
Retailing: Finance, Marketing & Strategic Integration			X							

<b>Entrepreneurship Electives</b>	Entrepreneurial Finance		X		X			X	X	
	Entrepreneurial Selling				X			X		
	Introduction to Venturing				X			X	X	
	Launching New Ventures				X			X		
	Managing the Growing Company							X		X
	Entrepreneurial Management				X			X	X	
	Starting and Running an Entrepreneurial Company				X			X	X	
Real Estate Entrepreneurship				X			X	X		

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<b>Private Equity Electives</b>	Private Equity: The Asset Class, Its Investments & Its Markets		X		X					
	Corporate Finance, Restructuring & LBOs	X	X		X		X		X	
<b>Social Enterprise Electives</b>	Social Impact Real Estate Investing and Development				X			X	X	
	Finance & Sustainability			X				X	X	
	Social Entrepreneurship: Global Perspective							X		
	Financing Social Ventures: Risk Capital for Expansion							X		
<b>Family Business Electives</b>	Family Business Management				X			X		
	Managing the Growing Company							X		X
	Investment and Wealth Management				X			X		
<b>School of Architecture, Planning &amp; Preservation Electives</b>	Site Planning and Support Systems							X		
	Construction Technology							X		X
	Real Estate Law							X	X	
	Sustainability							X		X
	Political Environment of Development							X		
	Public-Private Partnerships in Real Estate Development							X		
<b>Law School Courses</b>	Partnerships Taxation		X		X	X			X	
	Land Use							X		
	Corporate Reorganization and Bankruptcy	X	X	X	X					
	Construction Industry Law	X						X		
	Environmental Issues in Business Transactions	X	X		X	X	X	X		