

Real Estate Elective Course Map

Career Management Center Real Estate One-Pager

Foundational Electives

Capital Markets & Investments (FA/SP/SU)

Real Estate Finance (FA/SP/SU)

Real Estate Transactions (FA)

		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: Acquisitions, 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
Additional Foundational Electives	Advanced Corporate Finance (FA/SP/SU)	X	X	X	X	X	X	X	X	
	Investment Banking Tax Factors (FA/SP)	X	X			X	X			
	Financial Statement Analysis and Valuation* (FA/SP/SU)	X	X	X	X	X	X		X	
	Fundamental Analysis for Investors, Managers and Entrepreneurs* (SP)		X	X	X	X	X		X	
	Managerial Negotiations (FA/SP/SU)	X	X	X	X	X		X	X	X

**One second-level Accounting course recommended*

Marked-Based Electives	Real Estate Portfolio Management (SP)			X	X	X	X			
	Real Estate M&A Workshop (SP)	X	X		X	X	X		X	
	Global Real Estate Investment (SP)	X	X	X	X	X	X		X	
	Debt Markets (FA/SP)	X	X			X	X		X	
	Mergers & Acquisitions (FA/SP)		X		X				X	

Strategy & Management Electives	Advanced Seminar in Real Estate (SP)	X	X	X	X	X		X	X	X
	Real Estate Project Class (FA)		X		X			X	X	
	Turnaround Management (FA/SP)		X		X					
	Value Investing (SP)			X	X	X	X			
	Value & Special Situation Investment (FA)			X	X		X			

Entrepreneurship Electives	Entrepreneurial Finance (FA)		X		X			X	X	
	Entrepreneurial Selling (FA/SP)				X			X		
	Introduction to Venturing (FA/SP/SU)				X			X	X	
	Launchi Your Startup (FA/SP)				X			X		
	Real Estate Entrepreneurship (FA)				X			X	X	

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Private Equity Electives	Real Estate Private Equity (FA/SP)		X		X					
	Corporate Finance, Restructuring & LBOs (SP/SU)	X	X		X		X		X	
Social Enterprise Electives	Social Impact Real Estate (FA/SP)				x			X	X	
	Finance & Sustainability (FA)			X				X	X	
	Social Entrepreneurship: Global Perspective (FA)							X		
Family Business Electives	Family Business Management (FA/SU)				X			X		
School of Architecture, Planning & Preservation Electives	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		
Law School Courses	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		