

Real Estate Elective Course Map

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: 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	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*

Market-Based Electives	Real Estate Equity Securities Analysis	X	X	X	X	X	X	X	X	
	Real Estate Debt Markets	X	X	X	X	X	X	X	X	
	Real Estate Portfolio Management		X	X	X	X	X	X		
	Real Estate M&A Workshop	X	X	X	X	X	X	X	X	
	Global Real Estate Investment	X	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		

Strategy & Management Electives	Advanced Seminar in Real Estate	X	X	X	X	X		X	X	X
	Real Estate Private Equity	X	X	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						

Entrepreneurship Electives	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	

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Private Equity Electives	Private Equity: The Asset Class, Its Investments & Its Markets		X		X					
	Corporate Finance, Restructuring & LBOs	X	X		X		X		X	
Social Enterprise Electives	Social Impact Real Estate Investing and Development		X	X	X			X	X	
	Finance & Sustainability			X				X	X	
	Social Entrepreneurship: Global Perspective							X		
	Financing Social Ventures: Risk Capital for Expansion							X		
Family Business Electives	Family Business Management				X			X		
	Managing the Growing Company							X		X
	Investment and Wealth Management				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		