

# Course Catalog

2023-2024

Education



In-Person | Virtual | Online (On-Demand)



# IRWA EDUCATION EVERYWHERE. ANYWHERE.



Do you like the interactive setting of in-person and virtual trainings? Experience one of IRWA's 70 right of way education courses and receive instruction by the industry's leading subject matter experts. Training for professionals by the professionals. Visit our [in-person and virtual class schedule](#) and register for one of our upcoming class offerings today!

Prefer the convenience and flexibility of online, on-demand learning? IRWA offers online courses 24 hours a day, 7 days a week from any location. Learn on your schedule and at your pace. Visit [IRWA U](#) today to explore IRWA's online education offerings.



# CREDENTIALING

FOR THE RIGHT OF WAY PROFESSIONAL



IRWA credentialing programs are the most recognized in the right of way industry. Whether you are acquiring land, relocating clients, or negotiating the next deal, an IRWA credential enhances your knowledge and experience to help you stand out in today's complex marketplace.

IRWA offers industry-leading credentials in each of the following five specific disciplines:

- [Appraisal](#)
- [Asset Management](#)
- [Negotiations/Acquisition](#)
- [Relocation Assistance](#)
- [Uniform Relocation Act](#)

# SENIOR RIGHT OF WAY DESIGNATION



In addition to five credentialing options, IRWA offers the industry's most prestigious designation, the Senior Right of Way Professional (SR/WA). Those who attain this designation have proven their professional status through a combination of experience, education, and examination. They represent the most seasoned professionals who have acquired the highest level of knowledge and expertise within all the major disciplines of the right of way industry.

Together with the RWA and RWP, earning the SR/WA designation can help create employment opportunities, career advancement, salary increases, and professional development growth.

Click [here](#) to learn more about our new SR/WA Program!



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## **Contact Information:**

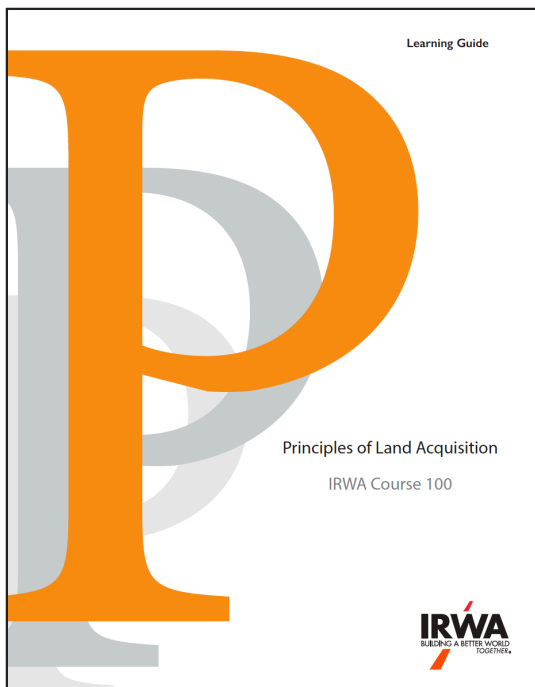
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## **Let's Connect!**



# Course 100 Series: Basic Right of Way Disciplines

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**100 – Principles of Land Acquisition:** This two-day, beginning-level course is designed as an educational offering to the global community of right of way and infrastructure professionals, and to anyone who directly or indirectly engages in this profession. The purpose and content of this course are centered on members of the Project Team, with specific emphasis on the right of way agent. This course is an introduction to industry-specific disciplines, which have overlapping roles and responsibilities with project managers, designers and legal needs. Agents who typically participate on a project team are from the following disciplines: environment, engineering/surveying, appraisal, negotiation, relocation assistance, law and real property management. **[Available Online.](#)**

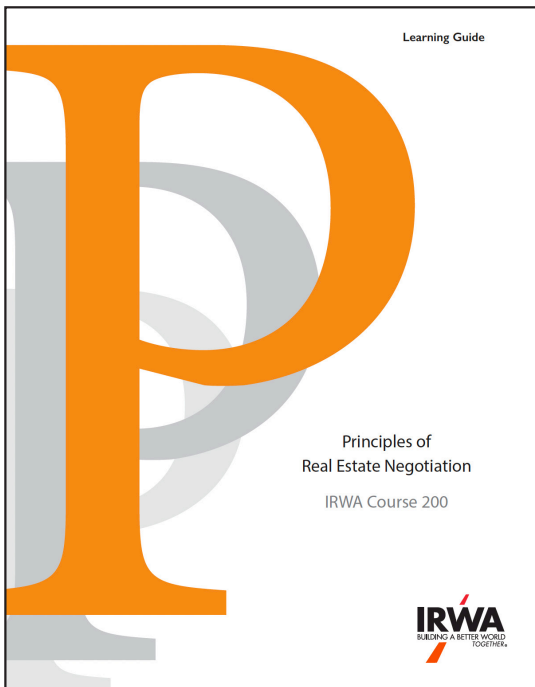
**102 – Elevating Your Ethical Awareness:** This one-day, beginning-level course is intended to help resolve ethics and compliance issues by providing the information, tools and resources necessary to make good decisions. Participants will leave this course with an overview of IRWA’s Code of Conduct, Rules and Standards. These are what guide us and provide an understanding of how to apply this knowledge in serving our clients and members in the utmost ethical manner while always striving to fulfill our purpose of “improving the quality of people’s lives through infrastructure development.” **[Available Online.](#)**

**105 – The Uniform Act Executive Summary:** This one-day, beginning-level course benefits anyone who wants to learn more about the Uniform Relocation Assistance & Real Property Acquisition Policies Act of 1970, as amended (URA), and provides a better understanding of land acquisition activities that receive federal financial assistance or that utilize federal regulations. **[Available Online.](#)**

**145 – Overview of the Uniform Act Requirements (4 hours):** This four-hour, beginning-level course offers a more general understanding of the rules and the negative impacts of URA non-compliance on projects, including the possible loss of Federal funding, and provides a balanced view of all aspects of the rule and an introduction to the interdependent nature of disciplines involved in infrastructure projects.

# Course 200 Series: Communication/Negotiations

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**200 – Principles of Real Estate Negotiation:** This two-day, beginning-level course is designed to first introduce you to the primary communication principles and concepts associated with right of way acquisitions. The course begins with a brief introduction of the three major types of negotiation: Integrative, Bargaining, and Intra-Agency. Next, there is a discussion of the basic negotiation principles, as well as the characteristics and attitudes of successful negotiators. From there, you will engage in an in-depth study of the acquisition process and be introduced to a plan for effective negotiations. The course concludes with a discussion of the most important communication variables affecting negotiations and strategies to employ when negotiations fail. **Available Online.**

**201 – Communications in Real Estate Acquisition:** This three-day, intermediate-level course utilizes self-learning exercises, role-playing and simulations of actual acquisition interviews to instill confidence in participants and to enhance their communication/negotiation skills.

**203 – Alternative Dispute Resolution:** This two-day, intermediate-level course provides the right of way professional with information regarding alternate methods to resolve negotiation disputes. Participants will learn how to identify different alternative dispute resolution (ADR) methods and how to recognize each method's strengths and weaknesses. **Available Online.**

**205 – Bargaining Negotiations:** This two-day, advanced-level course provides an overview of the steps involved in bargaining negotiations, how to determine whether negotiations are progressing in a bargaining or problem-solving mode, and the specific skills and attitudes required of successful bargainers. **Available Online.**

# Course 200 Series: Communication/Negotiations

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**207 – Practical Negotiations for U.S. Federal and Federally Funded Land Acquisitions:** This two-day, intermediate-level course reviews the Uniform Act acquisition (negotiation) requirements for Federal and federally assisted programs. During this course, participants examine negotiations styles and explore practical approaches, and are also provided with tips on how to improve settlement rates for right of way acquisitions, with adequate consideration to significant right of way elements involved in the location and design of the project, including possible social, economic, and environmental effects.

**209 – Negotiating Effectively with a Diverse Clientele:** This two-day, intermediate-level course explores the dynamics of intercultural communication and provides insight, which enables participants to successfully negotiate with people of different cultures and backgrounds through a greater understanding of, and respect for, diverse clientele.

**213 – Conflict Management:** This one-day, beginning-level course provides focused strategies towards establishing collaborative solutions to minimize potential negative aspects of conflict and maximize successful outcomes that strive to resolve conflict. During this course, participants will learn how effective conflict management can open doors to healthier workplace relationships and more productive working relationships with both property owners, as well as the general public. **Available Online.**

**215 – Right of Way Acquisition for Pipeline Projects:** This two-day, intermediate-level course is designed specifically for right of way professionals working in the pipeline industry but useful for any linear right of way acquisition program, including electric transmission lines. This comprehensive course emphasizes areas of pipeline right of way acquisitions that benefit both executive and entry level professionals. Participants will receive sample checklists, charts, forms, reference lists, facts sheets, glossary of pipeline related words, and sample correspondence letters, all of which are designed to help the pipeline professional.



# Course 200 Series: Communication/Negotiations

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**218 – Right of Way Acquisition for Electrical Transmission Projects:** This two-day, intermediate-level course creates an awareness of the full-scope process involved in right of way acquisition for electrical transmission projects. The course also provides effective techniques for successful negotiations in the process and exposes right of way agents to what their role may be throughout the process. The course also exposes the participants to the idea of “resourcefulness,” so they can recognize a problem when it develops and determine a solution, or know where to go and who to ask for help in finding that solution. The course culminates in a scenario-based, live team challenge where students apply their new skills and develop critical thinking to solve a real world, electrical transmission project crisis.

**219 – Adult Communication Principles and Methods:** This two-day, intermediate-level course introduces three primary methods to communicate effectively with any type of audience you may encounter and provides the necessary tools to improve your daily communication skills. Participants will engage in instructional exercises that will empower them to determine which method to employ in different situations, set the stage, and deal with fear of speaking in various situations. Moreover, participants will learn about the three types of communication: presentation, instruction, and facilitation; time management; accepting constructive feedback; facilitation preparation; practice and delivery; and handling disruptions and disturbances, including conflict and working toward resolution.

**225 – Social Ecology - Listening to Community:** This one-day, intermediate-level course will provide you with those vital leading edge skills to approach community engagement from a unique cultural awareness perspective — putting community first at the front-end of the project by actively listening to and engaging with the very people who will be impacted by the project. Participants will learn essential information on how to create authentic community engagement, how to discover human patterns that organically exist in the community, develop solutions to mitigate impact, and how to honestly listen to the people in the community in their own environment by learning how to visit the local restaurants, libraries, schools, etc., where “life happens.” With this new knowledge gained, infrastructure-based companies will be able to incorporate community needs in the acquisition process.

# Course 200 Series: Communication/Negotiations

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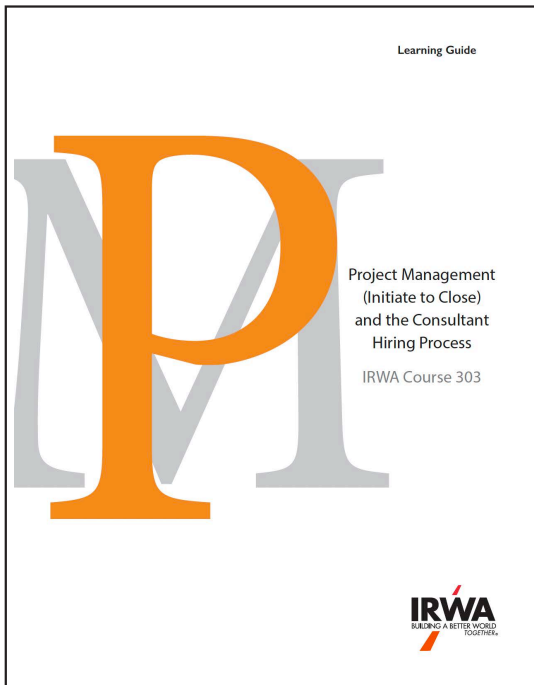


**230 – Oil and Gas Land Basics & Related Surface Rights Issues:** This one-day, intermediate-level course expands the knowledge base of the Right of Way Agent/Surface Landman (and related infrastructure professionals), so that they can fully understand (1) the basics of exploration land work and (2) when, where and why the lessee (or their assigns), under the terms of an oil and gas lease, has the right to build pipelines and related facilities for transporting hydrocarbons across an oil and gas lease.

**235C – The Canadian Oil and Gas Industry Overview:** This two-day, intermediate-level course provides you with an overview of the oil and gas industry in Canada, as well as knowledge and skills that positively impact the industry. You will learn about the applicable legislation and regulation related to oil and gas projects located within the Northwest Territories and the Yukon, Offshore, within each Province, as well as Federal projects that cross provincial, territorial, and international boundaries. You will also gain an understanding of upstream, midstream, and downstream activities, applications and approvals.

# Course 300 Series: Management

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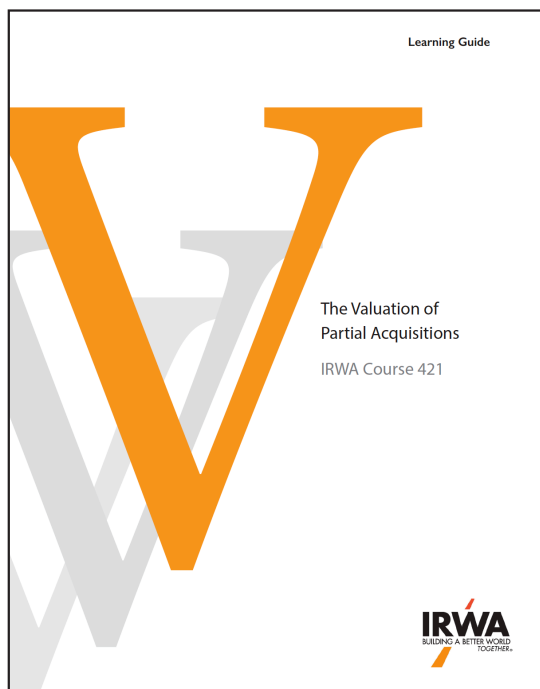


**303 – Project Management (Initiate to Close) and the Consultant Hiring Process:** This two-day, intermediate-level course focuses on the consultant and leads participants through the project phases — when a specific need for a consultant is identified; processes — starting with the hiring process to the closing of the project; and application of concepts — from the consultant's and the agency's/industry's perspectives using case studies. **Available Online.**

**304 – When Public Agencies Collide:** This one-day, intermediate-level course presents sources of, and solutions to, conflicts between public agencies. The course is interactive, utilizing the experiences of the facilitator and participants, text material, and a progressively complex participant exercise. The goal of the course is to provide participants with insights and tools for avoiding, resolving and managing conflicts in the public sector. **Available Online.**

**305 – The 1-2-3's of Right of Way Project Management (Online):** This one-day, beginning-level course is designed to provide an overview of project management principles and explains the process for a right of way acquisition project in a step-by-step fashion that is applicable in most jurisdictions. This practical approach identifies the goal and product of each task, indicates how agencies typically procure services for tasks, and gives general times to allocate for task completion. The material highlights Uniform Act requirements, which are mandated for any project with federal assistance, and they also provide a sound path for non-federal projects. The training discusses the use of consultants to perform many of the tasks since most agency administrators would rely on contractors for title, appraisal, negotiations, and relocation efforts. **Available Online.**

# Course 400 Series: Appraisal



**400 – Principles of Real Estate Appraisal:** This two-day, beginning-level course introduces the valuation process, basic terminology, and three approaches used to develop real estate value opinions. Two case studies (residential and commercial) are utilized throughout the course. **Available Online.**

**400C– Principles of Real Estate Appraisal (Canadian):** This two-day, beginning-level course introduces the valuation process, basic terminology, and three approaches used to develop real estate value opinions. Two case studies (residential and commercial) are utilized throughout the course.

**402 – Introduction to the Income Capitalization Approach:** This one-day, beginning-level course introduces the income capitalization approach, which is a method of evaluating an investment by estimating future cash flows and taking into consideration the time value of money. This approach is presented in a concise, easy-to-understand format, and combines lecture, case studies and exercises to teach participants how to apply income capitalization in a variety of situations. **Available Online.**

**403 – Easement Valuation:** This one-day, intermediate-level course offers specific, practical methods and procedures to measure damages and the value of a property, before and after the imposition of an encumbrance. **Available Online.**

**406A – 15 Hour National Uniform Standards of Professional Appraisal Practice:** This two-day, intermediate-level course is designed to assist appraisers in all areas of appraisal practice and to assist those seeking competency in USPAP as established by the Appraisal Qualifications Board (AQB) of the Appraisal Foundation. This course focuses on the requirements for ethical behaviors and competent performance of appraisers.

# Course 400 Series: Appraisal

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**406B – 7-hour National Uniform Standards of Professional Appraisal Practice:** This one-day, intermediate-level course satisfies Title XI of the Financial Institutions Reform, Recovery and Enforcement Act of 1989 (FIRREA) requirements for standards, and ethics for appraiser certification and licensure, and has met the requirement for Standards and Ethics for state certification and licensure. The 7-hour course focuses on the changes to the edition of the Uniform Standards of Professional Appraisal Practice (USPAP). It also addresses common misunderstandings about USPAP. This course is intended to fulfill the 7-hour requirement as established by the Appraisal Qualifications Board (AQB) of the Appraisal Foundation.

**409 – Integrating Appraisal Standards:** This one-day, advanced-level course assists industry professionals in learning how to utilize and apply appraisal standards uniformly while meeting USPAP and other relevant requirements, and also clarifies assignments for agency staff and outside consultants. This course is a combination of lecture, PowerPoint presentation, exercises and case studies, with emphasis on participation and interaction.

**410 – Reviewing Appraisals in Eminent Domain:** This one-day, advanced-level course includes sample types of reviews, which are presented along with required disclosures, certification and limiting conditions. This course concludes with an actual case study during which participants will apply review techniques to a specific problem.

**411 – Appraisal Concepts for the Negotiator (Online):** This one-day, intermediate-level course is designed to assist negotiators in focusing on appraisal issues that are important during the negotiation process, which can enhance the agent's ability to effectively negotiate with property owners. Topics include sales verification, realty and personalty, larger parcel, highest and best use, consistent use, damages, and approaches to value. Participants will apply these concepts through interactive exercises and case study scenarios. Progress quizzes at the end of each lesson keep the learner engaged, and the student's learning is evaluated with an exam at the end of the course. **Available Online.**

# Course 400 Series: Appraisal

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**413 – Uniform Appraisal Standards for Federal Land Acquisitions (Yellow Book):** This three-day, intermediate-level course has been restructured to provide clarity and readability resulting in practical guidance for appraisers, attorneys, and the public. The purpose of the Yellow Book is to promote fairness, uniformity and efficiency in the appraisal of real property in federal land acquisitions. This sixth edition contains four main sections: Appraisal Development, Appraisal Reporting, Appraisal Review and Legal Foundations. It also includes: relevant new appraisal methodology and theory, new case law and other federal requirements, and consistency with professional appraisal standards.

**415 – USPAP and the Yellow Book: A Guide to Understanding Their Relationship:** This one-day, advanced-level course is a 7-hour continuing education course approved through the Appraiser Qualifications Board’s Course Approval Program. The course provides an opportunity to explore and learn more about some of the commonalities and—equally as important—some of the differences between the two most important and significant appraisal standards in the United States.

**417 – The Valuation of Environmentally Contaminated Real Estate:** This one-day, advanced-level course includes sets out the big picture with techniques, exercises and case studies used in environmental damage analysis. Participants should have basic knowledge of the three approaches to value. The goal of this course is to provide theoretical knowledge and practical skill that will allow an appraiser, on a basic level, to develop an opinion of the impaired value of an environmentally damaged property.

**421 – The Valuation of Partial Acquisitions:** This four-day, advanced-level course deals with the valuation of partial acquisitions. The course includes in-depth discussions, exercises and case studies related to the Federal (Before and After) Rule and the State (Summation) Method. The components of compensation (i.e., value of the part taken, damages to the remainder, benefits to the remainder and cost to cure) and methods to quantify each impact are analyzed. Various easement types and valuation methods are examined. Finally, the appraiser, as expert witness, is discussed.

# Course 400 Series: Appraisal

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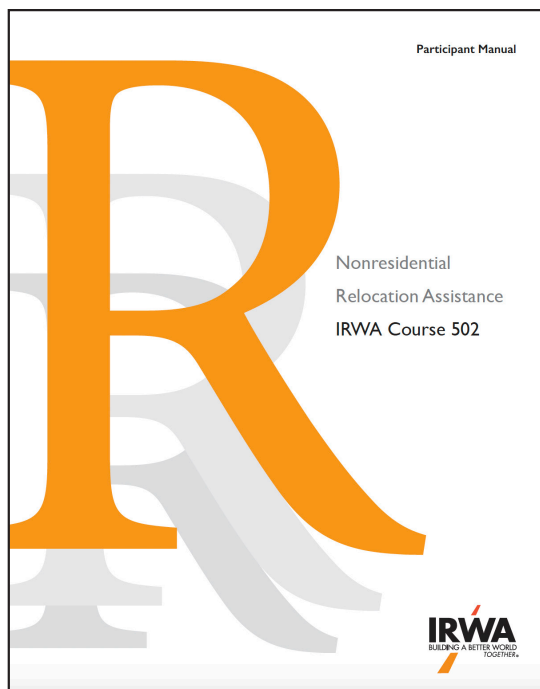


**421C – The Valuation of Partial Acquisitions (Canadian):** This four-day, advanced-level course deals with the valuation of partial acquisitions. The course includes in-depth discussions, exercises and case studies related to the Federal (Before and After) Rule and the State (Summation) Method. The components of compensation (i.e., value of the part taken, damages to the remainder, benefits to the remainder and cost to cure) and methods to quantify each impact are analyzed. Various easement types and valuation methods are examined. Finally, the appraiser, as expert witness, is discussed.

**Course 431 – Problems in the Valuation of Partial Acquisitions:** This one-day, intermediate-level course increases what is expected to be an already thorough understanding of the valuation of partial acquisitions. Various concepts and techniques are discussed in this course and then through a series of exercises, students will examine the specific issues, theory, and applications as they relate to partial acquisitions.

**Course 431C – Problems in the Valuation of Partial Acquisitions (Canadian):** This one-day, intermediate-level course increases what is expected to be an already thorough understanding of the valuation of partial acquisitions. Various concepts and techniques are discussed in this course and then through a series of exercises, students will examine the specific issues, theory, and applications as they relate to partial acquisitions.

# Course 500 Series: Relocation Assistance



**501 – Residential Relocation Assistance:** This two-day, intermediate-level course provides comprehensive overview of the processes and procedures involved in providing relocation assistance to residential occupants based upon the requirements established by the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 and subsequent revisions.

**502 – Nonresidential Relocation Assistance:** This two-day, intermediate-level course presents the processes necessary to relocate a business, farm or non-profit organization (nonresidential displacee), and/or nonresidential displacee. The participants will apply the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970, as amended (URA) provisions to achieve successful relocations.

**503 – Mobile Home Relocation:** This one-day, intermediate-level course is designed for the experienced practitioner involved in providing relocation assistance to mobile home occupants, either as owners or tenants of the coach and/or-site. The course covers mobile homes, real or personal property, categories of mobile home displaces and general relocation benefits or mobile home occupants. It also discusses typical problems presented by mobile home relocations such as zoning, replacement resources and entry requirements. **Available Online.**

**504 – Computing Replacement Housing Payments:** This two-day, intermediate-level course is designed for participants with thorough knowledge and experience implementing the Uniform Act. Realistic and complex situations are used as if the participants have been assigned to a small project requiring the relocation of the occupants of twelve (12) residential properties. The household surveys have been conducted and a copy of each interview sheet is contained in the materials provided. The participants act as the individuals assigned to compute the replacement housing payments on behalf of the Agency. Participants should have the knowledge to calculate basic payments, as group discussions and exercises maximizing practical application of the cases studies will be the emphasis of this course.



# Course 500 Series: Relocation Assistance

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**505 – Advanced Residential Relocation Assistance:** This one-day, advanced-level course increases what is expected to be an already thorough understanding of the residential relocation process. Course 505 begins with an awareness exam and then proceeds through a series of exercises where the participants will examine the specific issues, applications and theory as they relate to the URA. Participants will work through challenging residential relocation matters such as providing replacement housing when there are limited housing resources, creating barrier-free housing, assisting tenant households who pay little or no rent, replacement housing for a small household living in a large dwelling, calculating replacement housing for owner occupants with partial ownership interests, meeting Decent, Safe & Sanitary (DS&S) and occupancy standards, providing assistance to persons who are seasonal occupants, and determining household income.

**506 – Advanced Business Relocation Assistance:** This two-day, advanced-level course begins with a pre-assessment of the participants' knowledge, followed by case study analysis of complex business relocation issues, which require a thorough understanding of the relocation process and the Uniform Act. A detailed analysis of each case study is provided so participants understand the lead agency's theory behind its interpretation of the situation. Facts are applied in order to simulate a relocation that is consistent with the intent of the Uniform Act.

**507 – Specialized Nonresidential Payments (Online):** This one-day, intermediate-level course is designed to demonstrate the benefits of certain nonresidential relocation payments, such as actual direct loss and substitute personal property, and how relocation agents can apply these specialized payments to facilitate a successful business relocation. Participants will practice concepts through interactive exercises and case study scenarios. Progress quizzes at the end of each lesson will gauge knowledge transfer. There will also be an exam at the end of the course. **Available Online.**

# Course 500 Series: Relocation Assistance

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**520 – Special Topics in Replacement Housing (Online):** This one-day, intermediate-level course is designed to assist relocation agents in addressing specialized topics encountered in replacement housing situations. These topics include multiple occupants, aliens not lawfully present in the U.S., incidental expenses, and partial-interest owner-occupants. Participants will practice concepts through interactive exercises and case study scenarios. Progress quizzes at the end of each lesson will gauge knowledge transfer. There will also be an exam at the end of the course. **Available Online.**

**521 – Nonresidential Fixed Payments (Online):** This one-day, intermediate-level course addresses the key elements of the nonresidential fixed payment (in-lieu-of payment), such as eligibility requirements, the number of businesses operating at a site, average annual net earnings, and the differences that may exist for eligibility or payment computation among businesses, farms and nonprofit organizations. Participants will practice concepts through interactive exercises and case study scenarios. Progress quizzes at the end of each lesson will gauge knowledge transfer. There will also be an exam at the end of the course. **Available Online.**

**530 – The Business Move Process (Online):** This two-day, intermediate-level course examines the steps involved in relocating a business and explains how the Uniform Act regulations (which provide important protections and assistance for people affected by federally-funded projects government-wide) relate to the process of assisting a business with its move. Participants will practice concepts through interactive exercises and case study scenarios. Progress quizzes at the end of each lesson will gauge knowledge transfer. There will also be an exam at the end of the course. **Available Online.**

# Course 600 Series: Environment



**600 – Environmental Awareness:** This one-day, beginning-level course provides basic principles of ecology, history of the environmental movement, a review of federal/state/local environmental legislation, the right of way professional's role in the environmental process, and mitigation of environmental impacts. Participants will become familiar with environmental issues and problems facing companies and agencies acquiring or managing real property and rights of way, will learn various environmental issues and the mitigating measures used to decrease environmental impacts, and will gain increased awareness of environmental laws, regulations and associated regulatory agencies. **Available Online.**

**600 – Environmental Awareness (Canadian):** This one-day, beginning-level course provides basic principles of ecology, history of the environmental movement, a review of federal/provincial/local environmental legislation, the right of way professional's role in the environmental process, and mitigation of environmental impacts. Participants will become familiar with environmental issues and problems facing companies and agencies acquiring or managing real property and rights of way, will learn various environmental issues and the mitigating measures used to decrease environmental impacts, and will gain increased awareness of environmental laws, regulations and associated regulatory agencies.

**603 – Understanding Environmental Contamination in Real Estate:** This one-day, intermediate-level course is geared toward right of way professionals who may face the issue of contaminated properties, focusing on causes, effects and remedies of environmental contamination. This course emphasizes the importance of knowing the behavior of contaminants in the environment, environmental liabilities and auditing processes, underground storage tank removal and contamination assessment, cleanup and closures. Participants will learn how to evaluate potential problems that occur as a result of acquiring contaminated properties, and to evaluate, manage and minimize risks and liabilities.

# Course 600 Series: Environment

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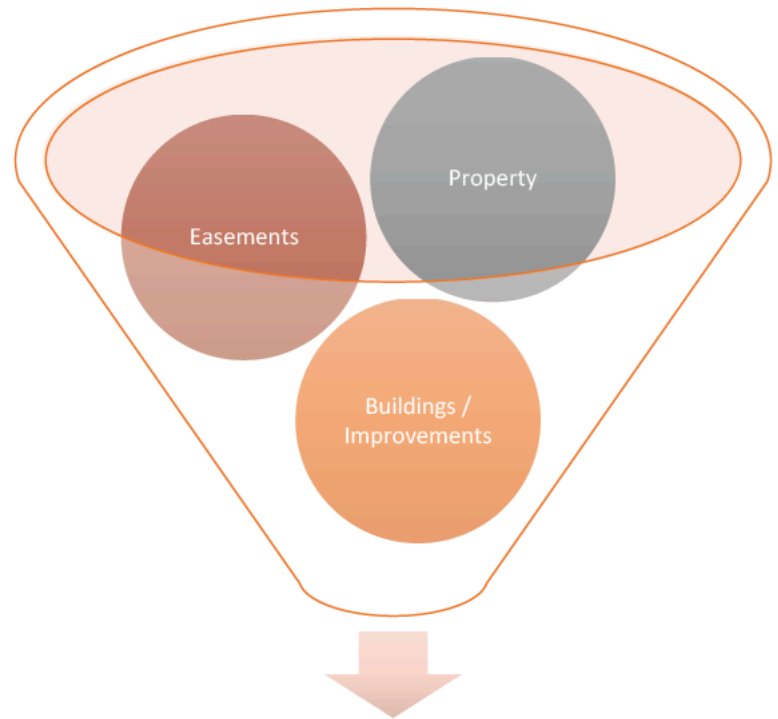
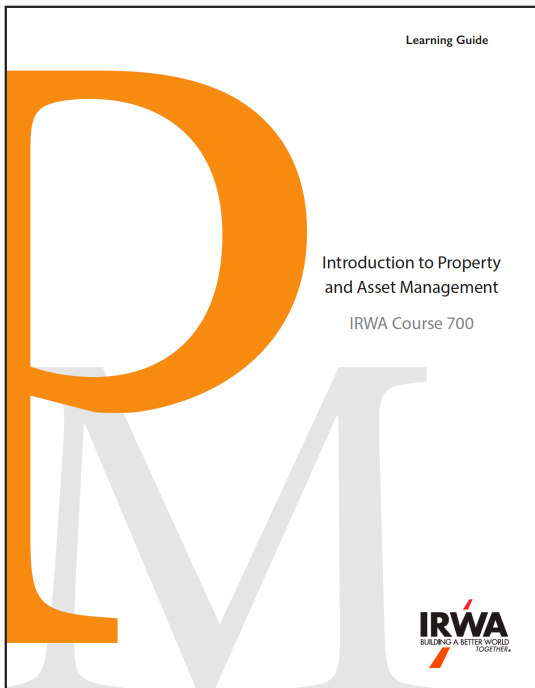
**604 – Environmental Due Diligence and Liability:** This one-day, intermediate-level course provides participants with a better understanding of due diligence; environmental regulation, legislation, and standards; liability; and environmental site assessment basics.

**606 – The Environmental Process:** This one-day, advanced-level course familiarizes participants with the National Environmental Policy Act (NEPA) and other important legislation which guides the project development process, as well as the various agencies and stakeholders involved. Participants are also introduced to the right of way professional's role in each phase of the project development process and the responsibilities for which he or she will be held accountable when seeing a project through to completion. For purposes of this course, right of way acquisition and management is defined broadly to include acquisition and management of real property, typically for construction projects (linear and non-linear), but also for other purposes such as environmental mitigation. **Available Online.**

**606C – The Environmental Process (Canadian):** This one-day, advanced-level course familiarizes participants with the Canadian Environmental Assessment Act (CEAA) and other important legislation that guides the project development process, as well as the various agencies and stakeholders involved. Participants are also introduced to the right of way professional's role in each phase of the project development process and the responsibilities for which he or she will be held accountable when seeing a project through to completion. For purposes of this course, right of way acquisition and management is defined broadly to include acquisition and management of real property, typically for construction projects (linear and non-linear), but also for other purposes such as environmental mitigation.

# Course 700 Series: Asset/Property Management

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## Property Inventory

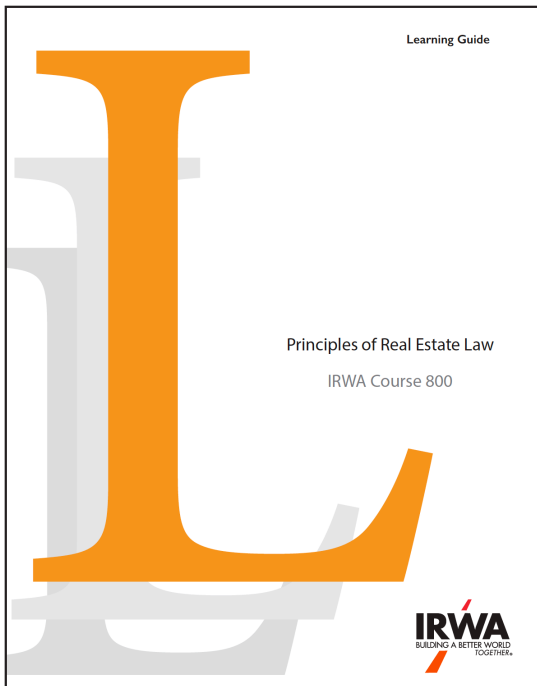
**700 – Introduction to Property and Asset Management:** This two-day, intermediate-level course addresses all major aspects of property and asset management. Participants will gain the necessary knowledge and skills to establish a cost-effective management plan that increases profitability, conserves resources, and reduces risk exposure. [Available Online.](#)

**701– Property/Asset Management: Leasing:** This two-day, intermediate-level course includes the fundamentals and practical aspects of leasing through exercises, case studies, and sample documents. Participants will gain a clear understanding of the reasoning and rationale behind leasing decisions. This course emphasizes the practical aspects of leasing, specifically focusing upon two leasing situations: acquisition leases (when the agency is the lessee) and revenue leases (when the agency is the lessor). Special consideration is given to the complex problems, which can arise when the lessee will construct substantial improvements.

**703 – Real Property Asset Management:** This one-day, intermediate-level course is designed to teach participants the necessary skills and knowledge to introduce and implement an asset management program within an organization. Asset management is the comprehensively planned management of a diverse portfolio of real estate for the optimum use of available assets. Participants will explore the comprehensively planned management of a diverse portfolio of real estate for the optimum use of available assets.

# Course 800 Series: Real Estate Law

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**800 – Principles of Real Estate Law:** This two-day, beginning-level course is designed to build on the basics of real estate law provided by Course 100 - Principles of Land Acquisition and to assist right of way agents, property managers and others in collaborating with property owners and attorneys. This introductory level course provides novice employees dealing with real estate issues with basic right of way information and experienced employees with a broader perspective on legal issues and applicable law. **Available Online.**

**800C – Principles of Real Estate Law (Canadian):** This two-day, beginning-level course is designed to build on the basics of real estate law provided by Course 100 - Principles of Land Acquisition and to assist right of way agents, property managers and others in collaborating with property owners and attorneys. This course provides novice employees dealing with real estate issues with basic right of way information and experienced employees with a broader perspective on legal issues and applicable law.

**801 – U.S. Land Titles:** This two-day, intermediate-level course provides participants with information regarding the analysis of abstracts to determine who must execute a conveyance. Participants will become familiar with terminology such as title estates, covenants, liens, encumbrances, and contracts; and will also understand the preparation of chains of title from public records. **Available Online.**

**801C – Canadian Land Titles:** This two-day, intermediate-level course provides participants with information regarding the analysis of abstracts to determine who must execute a conveyance. Participants will become familiar with terminology such as title estates, covenants, liens, encumbrances, and contracts; and will also understand the preparation of chains of title from public records.

# Course 800 Series: Real Estate Law

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**802 – Legal Aspects of Easements:** This one-day, advanced-level course provides participants with an overview of the theory and rationale of easements, as well as solutions on how to avoid future problems regarding easements. In this course, terminology and concepts are brought to life with examples and exercises. By gaining a thorough understanding of all relevant legal considerations, right of way professionals become better equipped to avoid future problems in the appraisal, acquisition and management of easements. [\*\*Available Online.\*\*](#)

**802C – Legal Aspects of Easements (Canadian):** This one-day, advanced-level course provides participants with an overview of the theory and rationale of easements and other partial interests that run with the land. In this course, terminology and concepts are brought to life with examples and exercises. By gaining a thorough understanding of all relevant legal considerations, right of way professionals become better equipped to avoid future problems in the appraisal, acquisition and management of easements.

**803 – Eminent Domain Law Basics for the Right of Way Professional:** This two-day, intermediate-level course discusses the characteristics and sources of eminent domain law, and analyzes the many components of the constitutional right of eminent domain. Participants will gain an understanding of the meaning of just compensation and the legal aspects of valuation, and will be able to describe the key players in the eminent domain process.

# Course 800 Series: Real Estate Law

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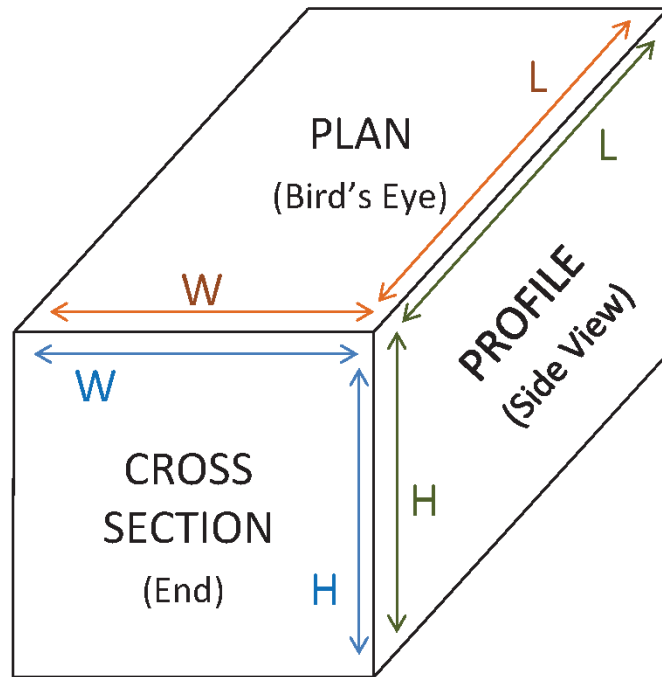
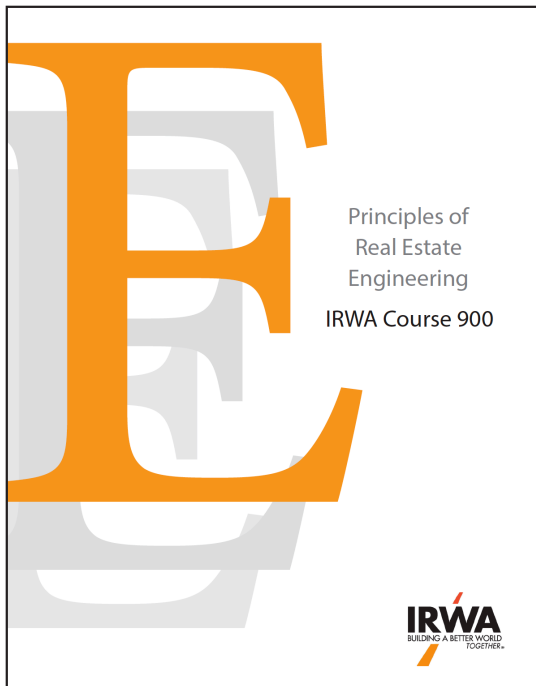


**803C – Expropriation Law Basics for Right of Way Professionals:** This two-day, intermediate-level course enables participants to gain knowledge of the purpose of expropriation powers, as an integral part of a project, and understand the role of the right of way professional from the development of the project, to the resolution of all compensatory claims resulting from expropriation.

**804 – Skills of Expert Testimony:** This one-day, advanced-level course provides right of way professionals with practical skills that can be utilized in the field of expert witness testimony. The situations faced by the expert witness are analyzed through extensive use of simulations based on actual cases, creating a unique learning situation.



# Course 900 Series: Engineering



**900 – Principles of Real Estate Engineering:** This two-day, beginning-level course introduces participants to the basic principles of engineering drawings. By the end of this course, participants will be able to understand and interpret engineering drawings, use an engineer's scale, determine the engineering effects of a project on a property, understand the background and become knowledgeable about the most common systems and methods of property descriptions, and be able to write and plot property descriptions using various methods. **Available Online.**

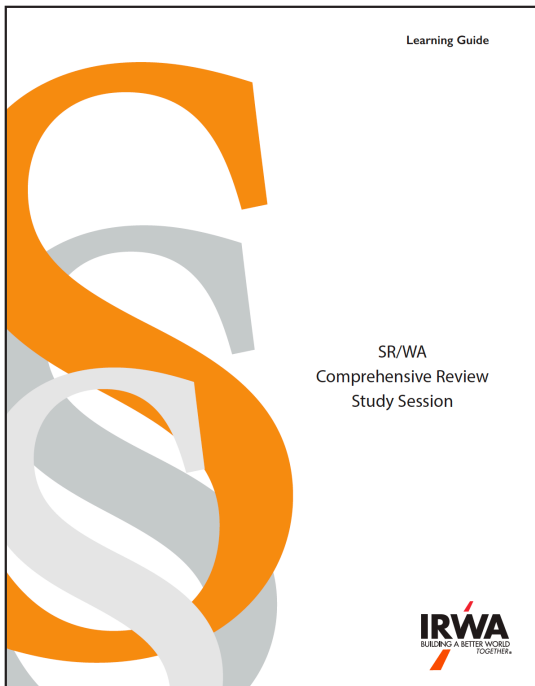
**900C – Principles of Real Estate Engineering (Canadian):** This two-day, beginning-level course introduces participants to the basic principles of engineering drawings. By the end of this course, participants will be able to understand and interpret engineering drawings, use an engineer's scale, determine the engineering effects of a project on a property, understand the background and become knowledgeable about the most common systems and methods of property descriptions, and be able to write and plot property descriptions using various methods.

**901 – Engineering Plan Development and Application:** This one-day, intermediate-level course presents engineering fundamentals and the practical applications of information contained in engineering plans. The course covers topographic and property information on engineering plans, the inter-relationship of plan, profile and cross section views, the horizontal and vertical alignment of a centerline, aerial photogrammetry, state plane coordinates, utility line crossings of highways, contours, calculating earthwork and the interpretation of right of way plans.

**902 – Property Descriptions:** This one-day, advanced-level course provides a working knowledge of plotting and interpreting property descriptions. The course discusses several methods of property descriptions (e.g., metes and bounds, centerline, point, subdivision and lot and block, Public Land Survey System (PLSS), and State Plane Coordinate System).

# SR/WA Review Study Session

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**SR/WA Review Study Session & Exam:** This three-day, review class is designed to prepare SR/WA candidates to take the SR/WA Comprehensive Examination by reviewing the seven (7) core disciplines of the right of way profession. It is intended to allow participants to brush up on areas in which they may have limited experience or knowledge. The Comprehensive Exam (United States version) will be administered at the conclusion of the review session, in the afternoon of the third day, and covers the seven (7) core disciplines: Engineering, Law, Negotiation, Valuation, Environment, Relocation Assistance, and Asset Management.

**SR/WAC Review Study Session & Exam (Canadian):** This three-day, review class is designed to prepare SR/WA candidates to take the SR/WA Comprehensive Examination by reviewing the seven (7) core disciplines of the right of way profession. It is intended to allow participants to brush up on areas in which they may have limited experience or knowledge. The Comprehensive Exam (Canadian version) will be administered at the conclusion of the review session, in the afternoon of the third day, and covers the seven (7) core disciplines: Engineering, Law, Negotiation, Valuation, Environment, Relocation Assistance, and Asset Management.

# Coming Soon!

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**Principles of Wind Energy, Land Rights, and Acquisition:** This one-day, intermediate level course will provide right of way and infrastructure professionals with current knowledge and skills required for wind energy land rights acquisition. The course familiarizes participants with the types of energy, the definitions of non-renewable, renewable, and green energy, and the metrics for comparing different energy types. The history, advantages, and disadvantages of wind energy are detailed. The course details the aspects of wind right of way acquisition that differ from other infrastructure right of way work and outlines the right of way professional's role within four key areas of a wind energy project: Permitting, Site Acquisition, Transmission Line Acquisition, and Mitigation Land Acquisition (PSTM). This course is being designed for in-person and virtual delivery.

**Principles and Use of GIS for Land Acquisition:** This one-day, intermediate level course will provide right of way and infrastructure professionals with geographic information system (GIS) technology in support of infrastructure right of way acquisition and management and meet the growing demand for GIS technology knowledge and practical applications of GIS technology. GIS has the capability to: 1) connect data to a map, 2) integrate location data (where things are) with all types of descriptive information (what things are like there), and 3) associated landowners, tenants, and occupants, property use and negotiation data to information identified in 1) and 2). The participants will gain an understanding of patterns, relationships, and geographic context, which will improve communication and efficiencies with land acquisition and property management, enhance environmental assessments, and support better project management decisions. This course is being designed for in-person and virtual delivery.

**Course 840C - Canadian Expropriation Basics (4 hours):** This four-hour, beginning-level course on Canadian Expropriation provides a high-level overview of expropriation to help you understand and identify items, in addition to market value, which may be payable to affected parties in the event of a compulsory acquisition. You will receive a refresher or introduction to the basic principles of expropriation and compensation. At the conclusion of this course, you will be able to define expropriation as it relates to legislation in Canada; identify projects/situations where expropriation and related compensation apply; recognize allowable items for compensation; and apply the basic concepts through a case study and exam. This course is being designed for in-person and virtual delivery.



IRWA includes professional members composed of appraisers, asset managers, acquisition agents, lawyers, surveyors, engineers, environmentalists and relocation assistance agents. Since its inception as a not-for-profit association in 1934, IRWA has been recognized as the central authority for infrastructure/right of way education and credentialing programs worldwide. Visit [www.irwaonline.org](http://www.irwaonline.org) for more information.

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