

## SECTION 3 - INSTRUCTOR QUALIFICATIONS

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### 200 Series: Communication Courses

You must meet the **Course Specific Qualifications** noted in the following Table.

<b>200-Series Courses</b>	
<b>Course 200: Principles of Real Estate Negotiations</b>	<b>Specific Qualifications:</b> <ul style="list-style-type: none"> <li>• Hold an SR/WA designation or R/W-NAC certification.</li> <li>• Have a minimum of five years experience in infrastructure real estate negotiation/acquisition, disposal of right of way and/or property asset management.</li> </ul>
<b>Course 201: Communication in Real Estate Acquisition</b>	<b>Specific Qualifications:</b> <ul style="list-style-type: none"> <li>• Hold an SR/WA designation or R/W-NAC certification.</li> <li>• Have a minimum of five years experience in infrastructure real estate negotiation/acquisition, disposal of right of way and/or property asset management.</li> </ul>
<b>Course 203: Alternative Dispute Resolution</b>	<b>Specific Qualifications:</b> <ul style="list-style-type: none"> <li>• Hold an SR/WA designation or R/W-NAC certification.</li> <li>• Have a minimum of five years experience in infrastructure real estate negotiation/acquisition, disposal of right of way and/or property asset management.</li> <li>• Be an attorney or licensed or certified mediator or have successfully completed a minimum of 40 classroom hours of alternative dispute resolution training.</li> </ul>
<b>Course 205: Bargaining Negotiations</b>	<b>Specific Qualifications:</b> <ul style="list-style-type: none"> <li>• Hold an SR/WA designation or R/W-NAC certification.</li> <li>• Have a minimum of five years experience in infrastructure real estate negotiation acquisition, disposal of right of way and/or property asset management.</li> </ul>
<b>Course 207: Practical Negotiations for U.S. Federal Funded Land Acquisitions</b>	<b>Specific Qualifications:</b> <ul style="list-style-type: none"> <li>• Hold an SR/WA-TN or GN designation or R/W-URAC certification.</li> <li>• Have a minimum of five years' experience in infrastructure real estate negotiation/acquisition on Federal or federally-aided projects; U.S. projects subject to the Uniform Act Regulations.</li> </ul>
<b>Course 209: Negotiating with a Diverse Clientele</b>	<b>Specific Qualifications:</b> <ul style="list-style-type: none"> <li>• Hold an SR/WA designation or R/W-NAC certification.</li> <li>• Have a minimum of five years' experience in infrastructure real estate negotiation/acquisition, disposal of right of way and/or property asset management experience.</li> </ul>

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<b>200-Series Courses (continued)</b>	
<b>Course 213: Conflict Management</b>	<b>Specific Qualifications:</b> <ul style="list-style-type: none"> <li>• Hold an SR/WA designation or R/W-NAC certification.</li> <li>• Have a minimum of five years experience in infrastructure real estate negotiation/acquisition, disposal of right of way and/or property asset management.</li> </ul>
<b>Course 215: Right of Way Acquisition for Pipeline Projects</b>	<b>Specific Qualifications:</b> <ul style="list-style-type: none"> <li>• Hold an SR/WA-GN or OG designation or the R/W-NAC certification.</li> <li>• Have a minimum of ten years experience in pipeline right of way (i.e., experience in routing, title, acquisition, and management).</li> </ul>
<b>Course 218: Right of Way Acquisition for Electrical Transmission Projects</b>	<b>Specific Qualifications:</b> <ul style="list-style-type: none"> <li>• Hold an SR/WA-GN or EU designation or the R/W-NAC certification.</li> <li>• Have a minimum of ten years experience in electric and utilities real estate infrastructure (i.e., experience in routing, title, acquisition, and management).</li> </ul>
<b>Course 219: Introduction to Presentation, Instruction and Facilitation</b>	<b>Specific Qualifications:</b> <b>BY APPOINTMENT ONLY</b>

### 300 Series: Management Courses

You must meet the **Course Specific Qualifications** noted in the following Table.

<b>300-Series Courses</b>	
<b>Course 303: Managing the Consultant Process</b>	<b>Specific Qualifications:</b> <ul style="list-style-type: none"> <li>• Hold an SR/WA designation.</li> <li>• Have a minimum of five years experience in active project management and/or project administration experience as a consultant and/or agency employee.</li> </ul>
<b>Course 304: When Public Agencies Collide</b>	<b>Specific Qualifications:</b> <ul style="list-style-type: none"> <li>• Have a minimum of ten years experience in infrastructure real estate with a public agency and/or consulting firm working with public agencies.</li> </ul>