

SECTION 3

Instructor Qualifications

SECTION 3 - INSTRUCTOR QUALIFICATIONS

The IRWA expects you to have exceptional technical knowledge, outstanding communication and instructional leadership skills, as well as an enthusiasm for your subject area and for teaching. You, as a CLIMB Certified Instructor, are expected to deliver the approved course(s) in accordance and compliance with the CLIMB Instructional Standards, the Instructor's Contract, and the CLIMB Commitment Letter.

You are:

- An independent contractor.
- Responsible for marketing yourself.
- Required to make your travel arrangements for all assignments.

Instructor Roster and Course Portfolio

IRWA HQ staff maintains the Instructor Roster and each Instructor's Course Portfolio.

PIPE and IRWA HQ will assess the qualifications of each instructor and determine which courses the instructor is permitted to teach.

Instructor Qualifications

The PIPE and IRWA HQ staff develops and implements the discipline and industry-specific instructor qualifications. The PIPE reserves the right to appoint and/or approve instructors for any course(s) based on the needs of IRWA. Additional training may be required.

Course-Specific Qualifications

Click on the applicable Series to access the detailed course-specific qualifications associated with each of the IRWA courses. Please contact PIPE for course-specific requirements.

Please Note: All CLIMB-certified instructors (New and Veteran) have been matched to the courses they are approved to instruct based on information (experience and credentialing) they submitted to the PIPE. If the instructor has been matched, all courses they are approved to teach are on the website. An instructor teaching any course for the first time will be assigned a CLIMB coach by PIPE (the instructor does not need to take the course to teach it- CLIMB Coaching is required). The CLIMB coach will assist the instructor in reviewing the Lesson Plan and providing recommendations prior to the course; be available by telephone, email or text messaging during the course; and conduct a debrief with the instructor once the course is concluded. Additional coaching may be required on the next instructional assignment.

[100 Series: Basic Right of Way Disciplines](#)

[200 Series: Communication Courses](#)

[300 Series: Management Courses](#)

[400 Series: Appraisal Courses](#)

[500 Series: Relocation Assistance Courses](#)

[600 Series: Environmental Courses](#)

[700 Series: Property/Asset Management Courses](#)

[800 Series: Law Courses](#)

[900 Series: Engineering/Surveying Courses](#)

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100-Series: Basic Right of Way Disciplines

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

100-Series Courses	
Course 100: Principles of Land Acquisition	Specific Qualifications: <ul style="list-style-type: none">• Hold an SR/WA designation.• Have experience in at least four of the six subject matter disciplines*: a. Negotiation; b. Appraisal; c. Relocation Assistance; d. Environment; e. Law; and/or f. Engineering/Surveying.
Course 102: Elevating Your Ethical Awareness	Specific Qualifications: <ul style="list-style-type: none">• Hold an SR/WA designation.
Course 105: The Uniform Act Executive Summary	Specific Qualifications: <ul style="list-style-type: none">• SR/WA-TN or GN designation or R/W-URAC certification.• Actively engaged in managing or conducting Uniform Act – project related activities for a minimum of five years.
SR/WA Review: Study Session	Specific Qualifications: BY APPOINTMENT ONLY <ul style="list-style-type: none">• Hold the SR/WA designation.• Be a Course 100 CLIMB Certified Instructor.

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200 Series: Communication Courses

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

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

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

300 Series: Management Courses

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

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

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400 Series: Appraisal Courses

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

400-Series Courses	
<p>Course 400: Principles of Real Estate Appraisal</p> <p>Course 400C: Principles of Real Estate Appraisal (Canadian)</p>	<p>Specific Qualifications:</p> <ul style="list-style-type: none"> • Be a current licensed or certified real estate appraiser or hold the country-specific equivalent. • Have a minimum of five years experience in appraising all types of properties (residential, commercial, income-producing) for infrastructure related projects. • Successfully completed the 15 hour USPAP (U.S.) or The Standards (Canada); or the country-specific equivalent.
<p>Course 402: Introduction to Income Capitalization Approach</p>	<p>Specific Qualifications:</p> <ul style="list-style-type: none"> • Be a current licensed or certified real estate appraiser or hold the country-specific equivalent. • Have a minimum of five years experience in appraising all types of properties (residential, commercial, income-producing) for infrastructure related projects. • Successfully completed the 15 hour USPAP (U.S.) or The Standards (Canada); or the country-specific equivalent.
<p>Course 403: Easement Valuation</p>	<p>Specific Qualifications:</p> <ul style="list-style-type: none"> • Be a current licensed or certified real estate appraiser; or hold the country-specific equivalent. • Have a minimum of five years' experience in appraising all types of properties (residential, commercial, income-producing) for infrastructure related projects. • Successfully completed the 15 hour USPAP (U.S.) or The Standards (Canada); or the country-specific equivalent.
<p>Course 406A: 15-hour National USPAP</p> <p>Course 406B: 7-hour National USPAP Update</p>	<p>Specific Qualifications:</p> <ul style="list-style-type: none"> • Be an Appraiser Qualification Board Certified USPAP Instructor. • Be a current licensed or certified real estate appraiser. • Successfully completed the 15 hour USPAP (U.S.).

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400-Series Courses (continued)	
Course 409: Integrating Appraisal Standards	<p>Specific Qualifications:</p> <ul style="list-style-type: none"> • Be a current licensed or certified real estate appraiser; or hold the country-specific equivalent. • Have a minimum of five years experience in appraising all types of properties (residential, commercial, income-producing) for infrastructure related projects. • Successfully completed the 15 hour USPAP (U.S.) or The Standards (Canada); or the country-specific equivalent.
Course 410: Reviewing Appraisals in Eminent Domain	<p>Specific Qualifications:</p> <ul style="list-style-type: none"> • Be a current licensed or certified real estate appraiser; or hold the country-specific equivalent. • Have a minimum of five years experience in appraising all types of properties (residential, commercial, income-producing) for infrastructure related projects. • Successfully completed the 15 hour USPAP (U.S.) or The Standards (Canada); or the country-specific equivalent.
Course 417: The Valuation of Environmentally Contaminated Real Estate	<p>Specific Qualifications:</p> <ul style="list-style-type: none"> • Be a current licensed or certified real estate appraiser; or hold the country-specific equivalent. • Have a minimum of five years experience in valuation of environmentally impacted real estate experience. • Successfully completed the 15 hour USPAP (U.S.) or The Standards Canada); or the country-specific equivalent.
Course 421: The Valuation of Partial Acquisitions	<p>Specific Qualifications:</p> <ul style="list-style-type: none"> • Be a current licensed or certified real estate appraiser; or hold the country-specific equivalent. • Have experience teaching 400-level courses. • Have a minimum of ten years experience appraising partial acquisitions for infrastructure projects. • Successfully completed the 15 hour USPAP (U.S.) or The Standards (Canada); or the country-specific equivalent.
Course 431: Advanced Valuation of Partial Acquisitions	<p>Specific Qualifications:</p> <ul style="list-style-type: none"> • Be a current licensed or certified real estate appraiser; or hold the country-specific equivalent. • Have experience teaching Course 421. • Have a minimum of ten years experience appraising partial acquisitions for infrastructure projects. • Successfully completed the 15 hour USPAP (U.S.) or The Standards (Canada); or the country-specific equivalent.

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500 Series: Relocation Assistance Courses

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

500-Series Courses	
Course 501: Residential Relocation Assistance	Specific Qualifications: <ul style="list-style-type: none"> • Hold the R/W-RAC and/or R/W-URAC certification. • Have a minimum of five years experience and actively engaged in performing, supervising, and managing residential relocation assistance activities.
Course 502: Nonresidential Relocation	Specific Qualifications: <ul style="list-style-type: none"> • Hold the R/W-RAC and/or R/W-URAC certification; • Have a minimum of five years experience and actively engaged in performing, supervising, managing business/commercial relocation assistance activities.
Course 503: Mobile Home Relocation	Specific Qualifications: <ul style="list-style-type: none"> • Hold the R/W-RAC and/or R/W-URAC certification. • Have a minimum of five years experience and actively engaged in performing, supervising, managing residential relocation assistance activities. • Provide a letter of recommendation from the International Relocation Assistance Community of Practice. • Have experience teaching Course 501.
Course 504: Computing Replacement Housing Payments	Specific Qualifications: <ul style="list-style-type: none"> • Hold the R/W-RAC and/or R/W-URAC certification. • Have a minimum of ten years experience and actively engaged in performing, supervising, managing residential relocation assistance activities. • Have experience teaching Course 501.
Course 505: Advanced Residential Relocation Assistance	Specific Qualifications: <ul style="list-style-type: none"> • Hold the R/W-RAC and/or R/W-URAC certification. • Have a minimum of ten years' experience and actively engaged in performing, supervising, managing residential relocation assistance activities. • Have experience teaching Course 501.
Course 506: Advanced Nonresidential Relocation Assistance	Specific Qualifications: <ul style="list-style-type: none"> • Hold the R/W-RAC and/or R/W-URAC certification. • Have a minimum of ten years' experience and actively engaged in performing, supervising, managing business/commercial relocation assistance activities. • Have experience teaching Course 501.

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600 Series: Environmental Courses

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

600-Series Courses	
<p>Course 600: Environmental Awareness</p> <p>Course 600C: Environmental Awareness (Canadian)</p>	<p>Specific Qualifications:</p> <ul style="list-style-type: none"> • Hold a college or university degree in environmental sciences or hold an Environmental certification from an accredited program; or be a licensed geologist or environmental engineer. • Have a minimum of five years experience directly related to an environmental field that is pertinent to the specific course subject matter.
<p>Course 603: Understanding Environmental Contamination in Real Estate</p> <p>Course 603C: Understanding Environmental Contamination in Real Estate (Canadian)</p>	<p>Specific Qualifications:</p> <ul style="list-style-type: none"> • Hold a college or university degree in environmental sciences or hold an Environmental certification from an accredited program; or be a licensed geologist or environmental engineer. • Have a minimum of five years experience directly related to an environmental field that is pertinent to the specific course subject matter.
<p>Course 604: Environmental Due Diligence & Liability</p>	<p>Specific Qualifications:</p> <ul style="list-style-type: none"> • Hold a college or university degree in environmental sciences or hold an Environmental certification from an accredited program; or be a licensed geologist or environmental engineer. • Have a minimum of five years' experience directly related to an environmental field that is pertinent to the specific course subject matter.
<p>Course 606: Project Development & the Environmental Process</p> <p>Course 606C: Project Development & the Environmental Process</p>	<p>Specific Qualifications:</p> <ul style="list-style-type: none"> • Hold a college or university degree in environmental sciences or hold an Environmental certification from an accredited program; or be a licensed geologist or environmental engineer. • Have a minimum of five years experience directly related to an environmental field that is pertinent to the specific course subject matter.

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700 Series: Property/Asset Management Courses

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

700-Series Courses	
Course 700: Introduction to Property Management	Specific Qualifications: <ul style="list-style-type: none"> • Hold the SR/WA designation or R/W-AMC certification. • Have a minimum of five years extensive and active experience in real property asset management or right of way property management.
Course 701: Property/Asset Management: Leasing	Specific Qualifications: <ul style="list-style-type: none"> • Hold the SR/WA designation or R/W-AMC certification. • Have a minimum of five years extensive and active experience in real property asset management or right of way property management.
Course 703: Real Property Asset Management	Specific Qualifications: <ul style="list-style-type: none"> • Hold the SR/WA designation or R/W-AMC certification. • Have a minimum of five years extensive and active experience in real property asset management or right of way property management.

800 Series: Law Courses

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

800-Series Courses	
Course 800: Principles of Real Estate Law Course 800C: Principles of Real Estate Law (Canadian)	Specific Qualifications: <ul style="list-style-type: none"> • Be a licensed attorney, barrister, solicitor or hold a Doctor of Jurisprudence degree. • Have a minimum of five years extensive and active experience in the practice of real estate law.
Course 801: Land Titles Course 801C: Canadian Land Titles	Specific Qualifications: <ul style="list-style-type: none"> • Be a licensed attorney, barrister, solicitor or hold a Doctor of Jurisprudence degree. • Have a minimum of five years extensive and active experience in the practice of real estate law, title research.
Course 802: Legal Aspects of Easements Course 802C: Legal Aspects of Easements (Canadian)	Specific Qualifications: <ul style="list-style-type: none"> • Be a licensed attorney, barrister, solicitor or hold a Doctor of Jurisprudence degree. • Have a minimum of five years extensive and active experience in the practice of real estate law and preparation of easement agreement.

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800-Series Courses (continued)

<p>Course 803: Eminent Domain Law Basics for Right of Way Professionals</p> <p>Course 803C: Expropriation Law Basics for Right of Way Professionals (Canadian)</p>	<p>Specific Qualifications:</p> <ul style="list-style-type: none"> • Be a licensed attorney, barrister, solicitor or hold a Doctor of Jurisprudence degree. • Have a minimum of five years extensive and active experience in the practice of real estate law, and eminent domain/expropriation.
<p>Course 804: Skills of Expert Testimony</p>	<p>Specific Qualifications:</p> <ul style="list-style-type: none"> • Be a licensed attorney, barrister, solicitor or hold a Doctor of Jurisprudence degree. • Have a minimum of five years extensive and active experience in the practice of real estate law and expert witness testimony.

900 Series: Engineering and Surveying Courses

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

900-Series Courses

<p>Course 900: Principles of Real Estate Engineering</p> <p>Course 900C: Principles of Real Estate Engineering (Canadian)</p>	<p>Specific Qualifications:</p> <ul style="list-style-type: none"> • be a licensed professional (or EIT) civil engineer or a licensed professional land surveyor or hold an engineering-related diploma or certification. • Have a minimum of five years experience in the application of engineering and land surveying principles to infrastructure real estate.
<p>Course 901: Engineering Plan Development and Application</p>	<p>Specific Qualifications:</p> <ul style="list-style-type: none"> • Be a licensed professional (or EIT) civil engineer or a licensed professional land surveyor or hold an engineering-related diploma or certification. • Have a minimum of five years experience in the application of engineering and land surveying principles to infrastructure real estate.
<p>Course 902: Property Descriptions</p>	<p>Specific Qualifications:</p> <ul style="list-style-type: none"> • Be a licensed professional (or EIT) civil engineer or a licensed professional land surveyor or hold an engineering-related diploma or certification. • Have a minimum of five years experience in the application of engineering and land surveying principles to infrastructure real estate.

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Guest Lecturers

An instructor may utilize a guest lecturer to assist in instructing a class with prior approval from PIPE.

Adding Courses to an Instructor's Portfolio

Based on the instructional needs (content/discipline and regional area) of IRWA, an instructor may be able to add additional courses to his/her teaching portfolio. Please contact PIPE for additional information.