IRWA has nearly 50 courses, which serves a variety of professional needs. IRWA categorizes courses based on specific content, which usually correspond with the disciplines of the right of way profession: 100 Basic, 200 Communication and Negotiation, 300 Management, 400 Appraisal, 500 Relocation, 600 Environment, 700 Property (Asset) Management, 800 Law, and 900 Engineering.

Courses are grouped below into three different classifications, which are based on recommended prerequisite and experience level (in parenthesis).

BEGINNING COURSES: CAN BE CHALLENGED – 10 TOTAL
Qualifying Education Credit Units for the Right of Way Agent Certification must be earned from those courses listed below while Qualifying Education Credit Units for the Associate Right of Way Professional and the Right of Way Professional Certifications may be earned from those courses listed below.

100 [32 Credit Units] Principles of Land Acquisition
100C [32 Credit Units] Principles of Land Acquisition – Canadian Content
105* [8 Credit Units] The Uniform Act Executive Summary (C-500 previously)
200* [16 Credit Units] Principles of Real Estate Negotiation
213* [8 Credit Units] Conflict Management
400* [16 Credit Units] Principles of Real Estate Appraisal
400C [16 Credit Units] Principles of Real Estate Appraisal – Canadian Content
402* [8 Credit Units] Introduction to the Income Capitalization Approach
600* [8 Credit Units] Environmental Awareness
600C [8 Credit Units] Environmental Awareness – Canadian Content
700* [16 Credit Units] Introduction to Property/Asset Management (6-12 months experience)
800* [16 Credit Units] Principles of Real Estate Law
800C [16 Credit Units] Principles of Real Estate Law – Canadian Content
900 [16 Credit Units] Principles of Real Estate Engineering
900C [16 Credit Units] Principles of Real Estate Engineering – Canadian Content

ETHICS COURSES: – CANNOT BE CHALLENGED OR SUBSTITUTED – 2 TOTAL

103* [8 Credit Units] Ethics and the Right of Way Profession
104* [8 Credit Units] Standards of Practice for the Right of Way Professional
* Those marked with an asterisk are available online.
Overview of IRWA Courses

**INTERMEDIATE COURSES: CANNOT BE CHALLENGED – 24 TOTAL**

Qualifying Education Credit Units for the Associate Right of Way Professional Certification *must* be earned from those courses listed below. Qualifying Education Credit Units for the Right of Way Professional Certification and the Senior Right of Way Professional Designation *may* be earned from those courses listed below.

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Credit Units</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>201</td>
<td>24</td>
<td>Communications in Real Estate Acquisition (bring case study)</td>
</tr>
<tr>
<td>203</td>
<td>16</td>
<td>Alternative Dispute Resolution</td>
</tr>
<tr>
<td>207</td>
<td>16</td>
<td>Practical Negotiations for U.S. Federal Funded Land Acquisitions</td>
</tr>
<tr>
<td>209</td>
<td>16</td>
<td>Negotiating Effectively with a Diverse Clientele</td>
</tr>
<tr>
<td>215</td>
<td>16</td>
<td>Right of Way Agent’s Development Program</td>
</tr>
<tr>
<td>219</td>
<td>16</td>
<td>Introduction to Presentation, Instruction and Facilitation</td>
</tr>
<tr>
<td>230</td>
<td>8</td>
<td>Oil &amp; Gas Land Basics &amp; Related Surface Rights Issues</td>
</tr>
<tr>
<td>303*</td>
<td>16</td>
<td>Managing the Consultant Process</td>
</tr>
<tr>
<td>304</td>
<td>8</td>
<td>When Public Agencies Collide</td>
</tr>
<tr>
<td>403*</td>
<td>8</td>
<td>Easement Valuation (C400)</td>
</tr>
<tr>
<td>406A*</td>
<td>16</td>
<td>15-Hour National USPAP Course- Uniform Standards of Professional Appraisal Practice</td>
</tr>
<tr>
<td>410</td>
<td>8</td>
<td>Reviewing Appraisals in Eminent Domain (C400)</td>
</tr>
<tr>
<td>431</td>
<td>8</td>
<td>Problems in the Valuation of Partial Acquisitions</td>
</tr>
<tr>
<td>501</td>
<td>16</td>
<td>Residential Relocation Assistance</td>
</tr>
<tr>
<td>502</td>
<td>16</td>
<td>Business Relocation</td>
</tr>
<tr>
<td>503</td>
<td>8</td>
<td>Mobile Home Relocation (C501)</td>
</tr>
<tr>
<td>504</td>
<td>16</td>
<td>Computing Replacement Housing Payments (C501 + 2 years relocation assistance experience)</td>
</tr>
<tr>
<td>603</td>
<td>8</td>
<td>Understanding Contamination in Real Estate (C600)</td>
</tr>
<tr>
<td>603C</td>
<td>8</td>
<td>Understanding Contamination in Real Estate (C600) – Canadian Content</td>
</tr>
<tr>
<td>604</td>
<td>8</td>
<td>Environmental Due Diligence and Liability (C600)</td>
</tr>
<tr>
<td>701</td>
<td>16</td>
<td>Property/Asset Management: Leasing (C700 + basic knowledge of property management functions)</td>
</tr>
<tr>
<td>703</td>
<td>8</td>
<td>Real Property/Asset Management</td>
</tr>
<tr>
<td>801*</td>
<td>16</td>
<td>Land Titles (1 year right of way experience)</td>
</tr>
<tr>
<td>801C</td>
<td>16</td>
<td>Land Titles (1 year right of way experience) – Canadian Content</td>
</tr>
<tr>
<td>803</td>
<td>16</td>
<td>Eminent Domain Law Basics for Right of Way Professionals (1 year right of way experience)</td>
</tr>
<tr>
<td>901</td>
<td>8</td>
<td>Engineering Plan Development and Application (C100 or C 900 or basic understanding of engineering terminology and principles + 2 years engineering experience)</td>
</tr>
</tbody>
</table>

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Overview of IRWA Courses

ADVANCED COURSES/SESSIONS: CANNOT BE CHALLENGED – 10 TOTAL

Qualifying Education Credit Units for the Right of Way Professional Certification and the Senior Right of Way Professional Designation may be earned from those courses listed below.

205 [16 Credit Units] Bargaining Negotiations (C-100, C-200 and C-201 or 2 years acquisition experience)
409 [8 Credit Units] Integrating Appraisal Standards (C-400 and bring case study)
417 [16 Credit Units] Valuation of Contaminated Real Estate (C-400, understand valuation process and use financial calculator)
421 [32 Credit Units] The Valuation of Partial Acquisitions (C-400 + 1 year appraisal experience)
421C [32 Credit Units] The Valuation of Partial Acquisitions (C-400 + 1 year appraisal experience) – Canadian Content
505 [8 Credit Units] Advanced Residential Relocation Assistance (C-501 + 2 years relocation assistance experience)
506 [16 Credit Units] Advanced Business Relocation Assistance (C-502 + 2 years relocation assistance experience)
606 [8 Credit Units] The Environmental Process (C-600)
606C [8 Credit Units] The Environmental Process – Canadian Content (C-600C)
802* [8 Credit Units] Legal Aspects of Easements (1 year right of way experience)
802C [8 Credit Units] Legal Aspects of Easements (1 year right of way experience) – Canadian Content
804 [8 Credit Units] Skills of Expert Testimony (have 1 year right of way experience) – C-214 previously
902 [8 Credit Units] Property Descriptions (C-900 or 2 years right of way engineering experience + be familiar with use of engineering scale, protractor and handheld calculator)

* Those marked with an asterisk are available online.
DEACTIVATED COURSES - these courses are no longer available, but if successfully completed in the past, may be applied towards certification and designation as indicated below:

BEGINNING COURSES: Qualifying Education Credit Units from list below may be applied for the Right of Way Agent, the Associate Right of Way Professional or Right of Way Professional Certifications.

101A [24 Credit Units] Principles of Real Estate Acquisition and Appraisal
101E [24 Credit Units] Principles of Real Estate Engineering
101L [16 Credit Units] Principles of Real Estate Law
101N [16 Credit Units] Principles of Real Estate Negotiation
203 [16 Credit Units] Transactional Analysis: A communication skill
204 [24 Credit Units] Group Communications
210 [8 Credit Units] Nonverbal Communications
211 [8 Credit Units] Effective Written Communications
212 [8 Credit Units] Creatively Solving Problems in Groups
220 [16 Credit Units] Cultural Awareness
602 [16 Credit Units] Project Development and the Environmental Process
702 [8 Credit Units] Land Management

INTERMEDIATE COURSES: Qualifying Education Credit Units from list below may be applied for the Associate Right of Way Professional or the Right of Way Professional Certifications and the Senior Right of Way Professional Designation.

206 [16 Credit Units] Presentation Skills
218 [16 Credit Units] Linear Acquisition for non-transportation
222 [8 Credit Units] Negotiating for Interests on Native Lands in Canada – Canadian Content
301 [24 Credit Units] Leadership Skills for ROW and Real Property Professionals
302 [8 Credit Units] Team Building
303 [8 Credit Units] Real Property Asset (number conflict with current 303)
404 [48 Credit Units] Appraisal Theory and Principles
405 [48 Credit Units] Applications of Appraisal Principles
407 [8 Credit Units] Valuation of Contaminated Properties
408C [16 Credit Units] Valuation of Native Lands in Canada
601 [32 Credit Units] Environmental Consideration

Overview of IRWA Courses

Rev. 2 -10.2014
ADVANCED COURSES/SESSIONS: Qualifying Education Credit Units from the list below may be applied for the Right of Way Professional Certification and the Senior Right of Way Professional Designation.

202 [24 Credit Units] Interpersonal Relations of Real Estate Acquisition
401 [40 Credit Units] The Appraisal of Partial Acquisitions