

# COMMERCIAL REAL ESTATE CERTIFICATE

## Program Description

This program provides learners with the knowledge and skills they need to understand the integral components of the commercial real estate business. Participants acquire a robust overview of the development process, project planning and management, investment and financing decisions, property valuation, property management and the cycle of tenancy, and real estate asset management. Ultimately, you will obtain practical guidance and analytical tools to enhance your career and improve your ability to develop successful real estate projects. Familiarity with Microsoft Excel is strongly recommended.

|                 |   |   |
|-----------------|---|---|
| eCornell SHA582 | Managing Real Estate Development Projects         | 0 |
| eCornell SHA583 | Real Estate Investment Decisions                  | 0 |
| eCornell SHA584 | Financing Real Estate Investments                 | 0 |
| eCornell SHA585 | Leading Successful Property Management Operations | 0 |
| eCornell SHA586 | Optimizing Asset Management Strategies            | 0 |

## Key Takeaways

- Plan a financially feasible development project using the real estate development process
- Create a real estate development project schedule, budget, and process for managing resources and risks
- Develop a real estate investment strategy, estimate profitability, and choose the best way to raise capital
- Structure private equity and debt financing to maximize returns on real estate investment deals
- Maintain real estate properties using best practices in facilities and tenancy management
- Develop a real estate asset management strategic plan to meet or exceed owner goals

## What You'll Earn

- Commercial Real Estate Certificate from Cornell SC Johnson College of Business
- 60 Professional Development Hours (6.0 CEUs)
- 60 credits towards the BOMI Continuing Professional Development Program (CPD)

## Who Should Enroll

- Professionals with financial or operational responsibility for real estate, investments, or financing
- People working for (or aspiring to work for) real estate funds, REITs, real estate developers, or real estate advisory firms
- Asset management professionals

## Total Investment

- 3 months to complete all the courses

## How To Enroll

For more information on how to enroll, please visit Commercial Real Estate Certificate (<https://ecornell.cornell.edu/certificates/real-estate/commercial-real-estate/>).

## Courses

| Code            | Title  | Hours |
|-----------------|--|-------|
| eCornell SHA581 | Introduction to Commercial Real Estate Development | 0     |