The Cornell University Graduate Field in Real Estate offers a real estate minor option for graduate students enrolled in any College at Cornell. The requirements for completion of this graduate minor are as follows:

- **Three (3) required courses and two (2) electives**, one (1) elective course is for real estate enrichment and one (1) elective is a complimentary skills course, for a minimum number of credits equaling 15 hours. See course listings and requirement modifications for MMH students below.
- Minimum 3.0 GPA in coursework completed for the minor.
- If registered in an M.S. or Ph.D. program, a member from the Graduate in Real Estate Field faculty must be appointed as a minor member of your committee.

Real Estate Minor designation appears on students’ official Cornell transcript. Students who complete the Real Estate Minor may march wearing the blue stole at graduation.

**The Process**

1. See Director of Graduate Studies Professor Michael Tomlan (mat4) for advice and questions.
2. Complete the form for the Graduate Minor in Real Estate located at the end of this document and return the form to Beth VanDine at Statler 180.
3. Upon completion of your coursework, notify Beth (email baf22@cornell.edu) so that an audit can be completed.

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1 The Graduate Field of Real Estate at Cornell is a committee of faculty members who teach and research in real estate or otherwise have an interest in advancing real estate education at Cornell. These individuals come from nearly all colleges on campus. The Field is responsible for the development and maintenance of the curriculum for the Baker Program Real Estate Major and the Graduate Minor in Real Estate. The Director of Graduate Studies (DGS) serves as chair of the Field.
REQUIRED COURSEWORK FOR NON-MMH STUDENTS
1. *Principles of Real Estate* (HADM 6200) – Offered both semesters.
2. *Real Estate Development Process I and II* (CRP 5320, CRP 5321) – Offered fall semester. Other real estate development courses may be taken to satisfy this requirement if students cannot schedule CRP 5320 and CRP 5321.
3. *Real Estate Finance and Investments* (HADM 6280) - Offered both semesters.

REQUIRED COURSEWORK for MMH STUDENTS
1. *Principles of Real Estate* (HADM 6200) – Offered both semesters.
2. *Properties Development and Planning* (HADM 7510) – Offered fall semester. This course is an MMH requirement. The course satisfies the development course requirement for the Minor but the credit hours do not count toward the Minor; Therefore, MMH students need two Enrichments courses from the list below.
3. *Real Estate Finance and Investments* (HADM 6280) - Offered both semesters.

ELECTIVE COURSEWORK (Notes: Course enrollment subject to prerequisites, the Director of Graduate Studies approves all students’ programs of study, can disqualify any of the courses listed below, and accept other courses as electives).

REAL ESTATE ENRICHMENT ELECTIVE COURSEWORK (NON-MMH STUDENTS - Select One Course (MMH STUDENTS – at least 6 credit hours).

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>CEE 5950</td>
<td>Construction Planning and Operations</td>
</tr>
<tr>
<td>CRP 5330</td>
<td>Real Estate Operations</td>
</tr>
<tr>
<td>CRP 5560</td>
<td>Creating the Built Environment</td>
</tr>
<tr>
<td>CRP 6560</td>
<td>Real Estate Transactions &amp; Deal Structuring</td>
</tr>
<tr>
<td>CRP 6580</td>
<td>Commercial &amp; Residential Development</td>
</tr>
<tr>
<td>HADM 4570</td>
<td>Hotel Development</td>
</tr>
<tr>
<td>HADM 6205</td>
<td>Introduction to Real Estate Financial Modeling</td>
</tr>
<tr>
<td>HADM 6210</td>
<td>Hospitality Real Estate Finance</td>
</tr>
<tr>
<td>HADM 6250</td>
<td>Securitization and Structured Financial Products</td>
</tr>
<tr>
<td>HADM 6220</td>
<td>Hospitality Asset Management</td>
</tr>
<tr>
<td>HADM 6230</td>
<td>Statistical Analysis of Real Estate Data</td>
</tr>
<tr>
<td>HADM 6231</td>
<td>Urban and Real Estate Market Analysis</td>
</tr>
<tr>
<td>HADM 6255</td>
<td>Real Estate Development</td>
</tr>
<tr>
<td>HADM 6271</td>
<td>Investment in Real Estate Securities and Funds</td>
</tr>
<tr>
<td>HADM 6500</td>
<td>Sustainable Development</td>
</tr>
<tr>
<td>HADM 6570</td>
<td>Project Management for Hospitality Real Estate</td>
</tr>
<tr>
<td>HADM 6870</td>
<td>Real Estate Law</td>
</tr>
</tbody>
</table>
REAL ESTATE COMPLIMENTARY SKILLS COURSEWORK (ALL STUDENTS - Select at least 3 credit hours)

CRP 5073  Historic Preservation Planning Workshop
CRP 5076  International Planning and Development Workshop
CRP 5080  Introduction to Geographic Information Systems (GIS)
CRP 5530  Land Use Regulations
CRP 5590  Legal Aspects of Land Use Planning
CRP 5600  Documentation for Preservation
CRP 5660  Planning and Preservation Practice
CRP 5850  Real Estate Negotiations
CRP 6011  Ethics, Development, and Globalization
CRP 6430  Affordable Housing Policy and Programs
CRP 6504  Comparative Urban Development
CRP 6591  Special Topics: Commercial Development in Real Estate
CRP 6592  Special Topics: Retail Development in Real Estate

HADM 4080  Introduction to Casino Operations
HADM 4220  Taxation and Management Decisions
HADM 4510  Restaurant Development
HADM 6010  Data Driven Analytics
HADM 6020  Spa and Spa Hotel and Resort Development and Management
HADM 6033  Operations and Planning of Senior Living and Related Facilities
HADM 6110  Negotiations in the Hospitality Industry
HADM 6240  Analysis of Financial Statements
HADM 6260  Advanced Corporate Finance
HADM 6270  Fixed Income Analysis
HADM 6290  Investment Analysis and Portfolio Management
HADM 6770  Advanced Business Modeling

CEE 5950  Construction Planning and Operations
DEA 6540  Facility Planning and Management Studio
DEA 2040  Introduction to Building Technology
DEA 6590  Introduction to Facility Planning and Management

DEA 6500  Programming Methods in Design
ECON 6190  Econometrics I
ECON 6200  Econometrics II
ILRLR 6011  Negotiation: Theory and Practice
ILROB 5251  Building Commitment to Groups and Organizations
ILROB 5270  Leadership in Organizations
ILROB 5790  Negotiation and Conflict Resolution
ILRST 6100  Statistical Methods I
LA 7910  Placemaking by Design
LA 6180  Site Construction (HR)
LA 7010  Urban Design and Planning
NBA 5120  Applied Portfolio Management
NBA 5400  Advanced Corporate Finance
NBA 5090  Advanced Financial Statement Analysis  
NBA 6780  Advanced Private Equity: Negotiations and Structuring  
NBA 5510  Emerging Markets Finance  
NBA 5430  Financial Markets and Institutions  
NBA 5060  Financial Statement Analysis  
NBA 5550  Fixed Income Securities and Interest Rate Options  
NBA 6950  Game Theory and Business Strategy  
NBA 5480  Global Business Risk Management  
NBA 5930  International Entrepreneurship  
NBA 5540  International Finance  
NBA 6250  International Marketing  
NBA 5870  International Mergers and Acquisitions  
NBA 5420  Investment and Portfolio Management  
NBA 6590  Management of Financial Institutions  
NBA 6630  Managerial Decision Making  
NBA 6820  Negotiation Essentials  
NBA 6830  Negotiation 2: Advanced Negotiation for Global Leaders  
NBA 6030  Sustainable Global Enterprise  
NBA 6310  The Global Enterprise  
NBA 5450  The Search for Alpha  
NBA 6560  Valuation Principles  
NCC 5500  Financial Accounting  

If you want to use a course that is not listed above, you must present a request for the substitution to the Director of Graduate Studies for approval.

Separate and complete the following form, returning it to Statler 180.
Graduate Real Estate Minor
Student Information Form
A completed form tells us of your intentions to earn the Minor
Statler 180

The Cornell University Graduate Field in Real Estate offers a real estate minor option for graduate students enrolled in any College at Cornell. The minor is fulfilled with a minimum of five (5) courses, totaling a minimum of 15 credit hours.

- Three (3) courses are required.
- Two (2) courses are electives: one (1 or 2 for MMH Students) elective course is for real estate enrichment and one (1) elective is a complimentary skills course. See course listings below.
- Minimum 3.0 GPA in coursework completed for the minor.
- Students registered in an M.S. or Ph.D. program, must have a member from the Graduate in Real Estate Field faculty appointed as a minor member of your committee.

Name ____________________________  Net ID __________________
Mobile # ___________________________ Expected Graduation Date: _______________
College and Degree _____________________________________________________________
Mailing Address (street, Apt #) _____________________________________________
City, State, Zip, Country _________________________________________________________

List **Required** Courses **Already Completed** which you intend to use to meet the requirements of the Real Estate Minor:

Course# ____________ Course Name ________________________________________________
Course# ____________ Course Name ________________________________________________
Course# ____________ Course Name ________________________________________________
List **Enrichment Courses Already Completed** you intend to use towards the Minor

Course#_____________ Course Code_________________ Semester/Year Taken___________
Course#_____________ Course Code_________________ Semester/Year Taken___________

List **Complimentary Courses Already Completed** you intend to use towards the Minor

Course#_____________ Course Code_________________ Semester/Year Taken___________
Course#_____________ Course Code_________________ Semester/Year Taken___________

List **Enrichment Courses** that you will complete and intend to use towards the Minor

Course#_____________ Course Code_________________ Semester/Year Planned___________
Course#_____________ Course Code_________________ Semester/Year Planned___________

List **Complimentary Courses** that you will complete and intend to use towards the Minor

Course#_____________ Course Code_________________ Semester/Year Planned___________
Course#_____________ Course Code_________________ Semester/Year Planned___________

(Rev. 5/19/15)