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All course dates subject to change.

[Course 102 – Elevating Your Ethical Awareness: \(1 day\)](#)
[October 2, 2023 – Virtual](#)

[Clyde Johnson](#)

This course is intended to help resolve ethics and compliance issues by providing information, tools and resources necessary to make good decisions. Participants will leave this course with an overview of IRWA's Code of Conduct, Rules and Standards. These are what guide us and provide an understanding of how to apply this knowledge in serving our clients and members in the utmost ethical manner while always striving to fulfill our purpose of "improving the quality of people's lives through infrastructure development.

Pre-requisites: None

IRWA Credits: 8 QEU/CEU

[Course 213 – Conflict Management \(1 day\)](#) [August 31, 2023 – Virtual](#)

[Clyde Johnson](#)

This course presents specific methods for reaching collaborative solutions and minimizing negative aspects of conflict while maximizing benefits or resolving conflict. During this course, participants will learn how effective conflict management can open doors to healthier workplace relationships and more productive working relationships with both property owners as well as the general public.

Pre-requisites: None

IRWA Credits: 8 QEU/CEU

[Course 604 – Environmental Due Diligence & Liability \(1 day\)](#)
[July 3, 2023 – Virtual](#)

[Clyde Johnson](#)

This course provides the right of way professional with an understanding of the environmental due diligence components. Participants learn to recognize when a due diligence report should be ordered, as well as how reports should be analyzed.

Pre-requisites: IRWA Course 600 "Environmental Awareness" (or equivalent), or have an environmental background

IRWA Credit: 8 QEU/CEU

[Course 606 – Project Development & The Environmental Process](#)
[\(1 day\)](#) [August 1, 2023 – Virtual](#)

[Clyde Johnson](#)

This course familiarizes participants with the National Environmental Policy Act (NEPA) and other important legislation which guides the project development process, as well as the various agencies and stakeholders involved. Participants are also introduced to the right of way professional's role in each phase of the project development process and the responsibilities for which he or she will be held accountable when seeing a project through to completion. For purposes of this course, right of way acquisition and management is defined broadly to include acquisition and management of real property, typically for construction projects (linear and non-linear), but also for other purposes such as environmental mitigation.

Pre-requisites: IRWA Course 600 "Environmental Awareness" (or equivalent)

IRWA Credits: 8 QEU/CEU

[Course 105 – The Uniform Act \(1 day\)](#) [November 13, 2023- Virtual](#)

[Clyde Johnson](#)

This course will benefit anyone who wants to learn more about the Uniform Relocation Assistance & Real Property Acquisition Policies Act of 1970, as amended, and provides a better understanding of land acquisition activities that receive federal financial assistance or that utilize federal regulations. Participants will have knowledge in relocation assistance and the steps in a typical land acquisition project; specifically, project components and impacts on both project schedules and budgets.

Pre-requisites: None

IRWA Credits: 8 QEU/CEU

[Course 700 – Introduction to Property Management \(2 days\)](#)
[August 28 & 29, 2023 – Virtual](#)

[Clyde Johnson](#)

This course addresses all major aspects of property and asset management. Participants will learn how to establish a cost-effective management plan that increases profitability, conserves resources and reduces risk exposure for properties managed.

Pre-requisites: IRWA Course 100 "Principles of Land Acquisition" (or equivalent), and a minimum of 6 to 12 months on-the-job experience

IRWA Credits: 16 QEU/CEU

Course 505 – Advanced Residential Relocation Assistance
(1 day) October 30, 2023 – Classroom in Tucker

Clyde Johnson

*This course requires a thorough understanding of the relocation process. This course begins with an awareness exam; then, in case-study format, covers residential relocation issues. There is a detailed analysis of each case study so that participants understand the lead agency's theory behind its interpretation of the situation. Facts are applied in order to simulate a relocation that is consistent with the intent of the Uniform Act. **Pre-requisites: IRWA Course 501 "Residential Relocation Assistance" (or equivalent), and a minimum of 2 years actual field experience performing relocation assistance***

IRWA Credits: 8 QEU/CEU

Course 506 – Advanced Business Relocation Assistance
(2 days) October 12 & 13, 2023 – Virtual

Clyde Johnson

This course begins with a pre-assessment of the participants' knowledge, followed by case study analysis of complex business relocation issues which require a thorough understanding of the relocation process and the Uniform Act. A detailed analysis of each case study is provided so participants understand the lead agency's theory behind its interpretation of the situation. Facts are applied in order to simulate a relocation that is consistent with the intent of the Uniform Act.

Pre-requisites: IRWA Course 502 "Business Relocation" (or equivalent), and a minimum of 2 years actual field experience performing relocation assistance

IRWA Credits: 16 QEU/CEU

Course 215 – Right of Way Acquisition for Pipeline Projects
(2 days) December 4 & 5, 2023 – Virtual

Clyde Johnson

This course is designed specifically for right of way professionals working in the pipeline industry but useful for any linear right of way acquisition program, including electric transmission lines. This comprehensive course emphasizes areas of pipeline right of way acquisitions that benefit both executive and entry level professionals. In addition to the topic chapters listed below, participants will receive sample checklists, charts, forms, reference lists, facts sheets, glossary of pipeline related words, and sample correspondence letters, all of which are designed to help the pipeline professional.

Pre-requisites: None

IRWA Credits: 16 QEU/CEU

Course 205 – Bargaining Negotiations
(2 day) November 16 & 17, 2023 – Virtual

Clyde Johnson

This course teaches the skills required to win at bargaining negotiations. Problem-solving negotiations are widely accepted as the preferred type of negotiations. However, successful acquisition professionals must be effective at both bargaining and problem-solving negotiations, so they are thoroughly prepared in the event that they encounter an attorney or property owner who insists upon a hard bargaining stance.

Pre-requisites: IRWA Courses 100 "Principles of Land Acquisition," 200 "Principles of Real Estate Negotiation," and/or 201 "Communication in Real Estate Acquisitions" (or their equivalents)

IRWA Credits: 16 QEU/CEU

Course 207 – Practical Negotiations for US Federal Funded Land Acquisitions
(2 days) November 28 & 29, 2023 – Virtual

Clyde Johnson

This course reviews the Uniform Act acquisition (negotiation) requirements for Federal and federally assisted programs. During this course, participants examine negotiations styles and explore practical approaches, and are also provided with tips on how to improve settlement rates for right of way acquisitions, with adequate consideration to significant right of way elements involved in the location and design of the project, including the possible social, economic, and environmental effects.

Pre-requisites: None

IRWA Credits: 16 QEU/CEU

AQB Credits: Not Applicable

Course 701 – Property/Asset Management: Leasing
(2 days) December 18 & 19, 2023 – Virtual

Clyde Johnson

In this course, participants will learn the fundamentals and practical aspects of leasing through exercises, case studies and sample documents. Participants will gain a clear understanding of the reasoning and rationale behind leasing decisions. This course emphasizes the practical aspects of leasing, specifically focusing upon two leasing situations: acquisition leases (when the agency is the lessee) and revenue leases (when the agency is the lessor). Special consideration is given to the complex problems which can arise when the lessee will construct substantial improvements.

Pre-requisites: IRWA Course 700 "Introduction to Property/Asset Management" (or equivalent), or have otherwise acquired a basic understanding of property management functions

IRWA Credits: 16 QEU/CEU