Columbia Business School The Paul Milstein Center for Real Estate			Finance & Banking		Investment Management				Development	Consulting	Corporate Real Estate
REAL E	STATE CAREER COURSE MAP	Term Typically Offered	Lending: Primary and Mezz Lending/ Structured Finance/ Distressed Debt	Transactions: Investment Banking/ Investment Sales/ Net Leasing/ Rating Agencies	Asset/Portfolio Management/ Client Relations	Private Equity Fund: Acquisitions, Capital Raising	REIT Sector (Publicly Traded)	Equity Research (Buy- Side/ Sell Side)	Private: Corporate or Entrepreneurial / Public Agency		Facilities Management: Internal or External
Foundation (
B8314	Real Estate Finance	F/S	*	*	*	*	*	*	*	*	*
B7314	Real Estate Finance	EMBA / Smmer	*	*	*	*	*	*	*	*	*
B8399-024	Real Estate Fundamentals	Summer	*	*	*	*	*	*	*	*	*
B8301	Advanced Corporate Finance	F/S	*	*	*	*	*	*	*	· ·	
B8158	Real Estate Transactions	F	*	*	*	*	*	*	*	*	*
	x (either 9301 or 7299):	P/G									
B9301-063	Investment Banking Tax Factors	F/S	*	*	**	*	*	*	*	*	
B7299-009	Taxes and Business Strategy	EMBA			*	*	*	*	*	*	
	ond-level Accounting (either 8110 or 8140)										
B8110	Financial Statement Analysis and Valuation	F/S	*	*	*	*	*	*		*	
B8140	Fundamental Analysis for Investment & Management Decisions	F/S		*	*	*	*	*		*	
B8412	Managerial Negotiations	F/S	*	*	*	*	*		*	*	*
Market-Base	ed Courses										
B8399-005	Real Estate Capital Markets	F	*	*	*	*	*	*	*	*	
B8399-031	Real Estate Portfolio Management	S (mini)			*	*	*	*			
B8316	Real Estate M&A and Restructuring Deal Workshop	S (mini)	*	*		*	*	*		*	
B8399-002	Global Real Estate Investment	S (mini)	*	*	*	*	*	*		*	
B8308	Debt Markets	F/S	*	*			*	*		*	
B6151	Crisis Management and Government Regulation	S	*	*			*			*	
B8317	Investment Banking	F		*							
B8399-016	Investment and Wealth Management	F				*			*		
B9301-043	Mergers & Acquisitions	F/S		*		*				*	
Strategy & N	Management Courses										
B8399-023	Real Estate Development	S	*	*	*	*			*	*	*
B8399-003	Advanced Seminar in Real Estate	S	*	*	*	*	*		*	*	*
B8399-026	Project Class in Real Estate Investment & Entrepreneurship	F		*		*			*	*	
B8711	Turnaround Management	F/S		*		*					
B8399-001	Value Investing	S			*	*	*	*			
B9301-066	Value and Special Situation Investment	F			*	*		*			
B9601-060	Retailing: Finance, Marketing & Strategic Integration	F			*						
	rship Courses										
B8399-006	Entrepreneurial Finance	F/S		*		*			*	*	
B8699-005	Entrepreneurial Selling	F/S (mini)				*			*		·
B8713	Introduction to Venturing	F/S				*			*	*	
B8705	Launching New Ventures	F				*			*		
B9701-065	Managing the Growing Company	F/S							*		*
B7737	Entrepreneurial Management	EMBA				*			*	*	
B7739	Starting and Running an Entrepreneurial Company	EMBA				*			*	*	
Private Equi	•										
B9301-111	Private Equity: The Asset Class, Its Investments & Its Markets	F/S		*		*					
B7399-121	Corporate Finance, Restructuring & LBOs	EMBA	*	*		*		*		*	

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Social Enterprise Courses										
B9301-001 Finance & Sustainability	S (mini)			*				*	*	
B9455-011 Social Entrepreneurship	F/S							*		
B8399-030 Social Impact Real Estate	F				*			*	*	
B9455-017 Financing Social Ventures: Risk Capital for Expansion	F/S (mini)							*		
B9877-004 The Business of Sustainability	F							*	*	
Family Business Courses										
B9701-093 Family Business Management	S				*			*		
B9701-065 Managing the Growing Company	F/S							*		*
B8399-016 Investment and Wealth Management	F				*			*		
School of Architecture, Preservation & Planning Courses										
PLA6330 Site Planning and Support Systems	F							*		
PLA6357 Construction Technology	S							*		*
PLA6333 Real Estate Law	S							*	*	
P6245 Sustainability	Summer							*	_	*
PLA6354 Political Environment of Development	S							*		
PLA6568 Public-Private Partnerships in Real Estate Development	F							*		
Law School Courses										
L6416 Partnership Taxation	F		*		*	*			*	
L6272 Land Use	F							*		
L6233 Corporate Reorganization and Bankruptcy	S	*	*	*	*					