Graduate Real Estate Field

Masters of Professional Studies (MPS) - Real Estate

Objectives

The Program in Real Estate offers a professional masters degree program comprised of a broad core real estate curriculum, the selection of a concentration in a specialized, niche area of focus, and a leadership and management requirement. Students experience both theory and application relevant to the real estate industry by a faculty comprised of Cornell professors and practitioners drawn from leading real estate firms throughout the U.S. The Program in Real Estate has five main learning goals, or proficiencies, expected of graduates. Our students will:

I. Understand the foundations of real estate knowledge
II. Demonstrate professional skills concomitant to the real estate industry
III. Be trained to be scholars and practitioners in a real estate niche area of specialization
IV. Demonstrate effective communication, team, and project-oriented knowledge and practice
V. Be prepared to make immediate, substantial contributions to the field

The learning goals, objectives, and related assessment measures for the Program are as follows:

Goal #1: Understand the foundations of real estate knowledge

**Objective.** Our students will understand the conceptual and theoretical economic, statistical and accounting foundations that inform real estate decision-making

**Assessment/Measure.** Satisfactory completion of pre-requisites in macro and micro-economics, principles of accounting, and statistic

**Objective.** Our students will synthesize the learned core competencies and real estate field knowledge exhibited in the industry that includes finance, development, design concepts, market analysis, construction management, legal principles, and transactions; understand and evaluate the dynamics of
real estate and financial markets to make better business decisions; applied real estate development concepts and principles.

Assessment/Measure. Satisfactory performance in a sequential, core curriculum

Goal #2: Demonstrate professional skills concomitant to the real estate industry

Objective. Our students will exhibit the ability to analyze, critically evaluate, and overcome project development challenges

Assessment/Measure. Demonstrate satisfactory completion of project-based courses, including project submission to review board that serves as a capstone thesis equivalent.

Objective. Develop understanding of leadership and management principles necessary for leadership roles in real estate organizations. Cultivating effective managerial and leadership skills to become next generation of globally competitive real estate leaders.

Assessment/Measure. Satisfactorily complete required courses in leadership and management, and demonstrate skills in conduct of thesis project.

Goal #3: Be trained to be scholars and practitioners in a real estate niche area of specialization

Objective. Our students will exhibit a mastery of the extant literature and practice in an area of specialization within real estate.

Assessment/Measure. Design a concentration curriculum and satisfactorily complete coursework and related practicum to exhibit sagacity within the specialization.

Goal #4 Demonstrate effective communication, team, and project-oriented knowledge and practice

Objective. Our students will exhibit the ability to prepare well-written and well-presented materials graphically and orally before professional and critical audiences.
**Assessment/Measure.** Demonstrate effective, persuasive delivery of project proposals within project-based courses to professional reviewers.

Complete required course on communication in real estate.

**Objective.** Our students will effectively work in team as part of a significant development project assignment for clients, and demonstrate the ability to be effective, efficient, collaborative group members.

**Assessment/Measure.** Demonstrate efficacy of team performance through meeting task deadlines and final thesis presentation.

**Goal #5:** Be prepared to make immediate, substantial contributions to the field

**Objective.** Our students will understand current real estate industry trends and issues, and demonstrate ability to apply learning outcomes to evolving market realities.

**Assessment/Measure.** Satisfactorily complete weekly industry seminar, which brings leading practitioners to campus, and demonstrate the ability to discuss and analyze contemporary issues through small group dialogue.

**Objective.** Our students will demonstrate the ability to communicate and interact with industry practitioners, and exhibit the ability to Program goals and apply them in the industry.

**Assessment/Measure.** Demonstrate ability to effectively applied real estate knowledge and practice through internship between 1st and 2nd year, and obtain a professional, commercial real estate position upon graduation with degree of responsibility and autonomy expectant of a comprehensively prepared real estate professional.