



UNIVERSITY of
DENVER

DANIELS COLLEGE OF BUSINESS
Franklin L. Burns School of Real
Estate & Construction Management

RIGHT OF WAY ADMINISTRATION CLASS DESCRIPTIONS

AN OVERVIEW OF THE RIGHT OF WAY PROFESSION AND HOW TO ACQUIRE LAND

Topics include the requirements of a valid contract, information on easements, deeds, leases, the appraisal process, successful negotiations, and relocation requirements involved with property acquisition and management. Students will better understand real estate law terms and concepts. Participants will gain awareness of environmental issues, learn the methods of acquiring and transferring title to realty, the effective use of engineering plans and the fundamentals in property description systems.

BARGAINING NEGOTIATIONS

This class provides an overview of the steps involved in bargaining negotiations, how to determine whether negotiations are progressing favorably and how to deal with age and other diversity issues. Bargaining and problem solving are important parts of effective negotiations. When confronted with difficult landowners and their attorneys, right of way agents need to be prepared to gain effective results. We cover making an effective offer, counter offers and when to give concessions. We will study effective methods that lead to “win-win” negotiating. Role playing and sample negotiations will be emphasized.

SURFACE ISSUES AND OIL & GAS DEVELOPMENT

In this class, students learn about the respective rights of surface and mineral owners. Surface damages and surface use agreements will be reviewed and negotiated. The oil and gas lease and various addendums impacting the surface will be reviewed. Students will better understand the goals and purpose of both oil and gas and wind energy companies as well as the role of petroleum landmen.

EASEMENTS AND ZONING ISSUES

Students will understand key terminology and concepts as they come to understand critical legal issues dealing with appraisals, easements and various acquisitions. Easements will be fully discussed including how they are created, terminated, abandoned and released. Also included are: condemnation matters, express reservations, express grants, appraisals, exclusive and non-exclusive issues, dominant estate, eminent domain, as well as issues related to location, width, and blanket easements by necessity and relocation matters as well as critical zoning issues.

PIPELINE PROJECTS AND ACQUISITIONS OF RIGHT OF WAY

This course provides an understanding of all necessary project planning with an emphasis on pipeline acquisitions. The pipeline industry is the focus of this class and includes electric transmission lines. Topics included are the role of surveys, title and curative matters, project planning, permitting, public relations, construction and damage settlements.

ENVIRONMENTAL ISSUES AND RIGHT OF WAY AGENTS AND UNDERSTANDING ENVIRONMENTAL CONTAMINATION IN REAL ESTATE

Federal, State and Local environmental law and regulations and how they impact right of way agents is part of the focus of this class. This course is designed to improve a right of way agents' skills in managing and acquiring rights of way as they seek to mitigate environmental exposure. What should a right of way agent do when faced with contaminated properties? What are the causes and effects and how are such problems solved? We cover why right of way agents must know the nature and behavior of contaminants, environmental liabilities, damages and how to audit. Students will learn how to evaluate, manage and minimize related risks and liabilities.