“International Cases”
Course Outline

New Course number CRP 6565. International Cases and Contracts. This course investigates real estate transactions that originate outside the United States and may be in a foreign country, in which the motivations for deals and transactions are outside the norm. These include informal financing techniques; deal structuring with several local and foreign constituents; the limitations of contracts; and bankruptcy, in Europe, the Middle East, East Asia, South Asia, and Africa.

Reading: Graham Squires and Erwin Heurkens, ed., *International Approaches to Real Estate Development* (New York, London: Routledge, 2015). The text indicates the characteristics of real estate developments including the geographies and spatial patterns of development, implementation of partnerships, and outcomes, including the consideration of the political, social, and economic factors in the evaluation of success.


Week of:

Jan. 23rd Introduction to the course and overview of the first reading and writing assignments: Review of the trip to Korea. The importance of cross-cultural understanding in Real Estate.
Reading: Introduction, Chapter 10 and Chapter 11 (East Asia: Hong Kong, China)

Jan. 30th Review of the first reading and writing assignments in class. Reading: Chapter 2 and Chapter 8. (The Americas: U.S., Chile)

Feb. 6th Review of the second reading and writing assignment in class. Reading: Chapter 3 and Chapter 4 and Chapter 5. (Europe: Netherlands, Hungary, U.K.)

Feb. 13th Review of the third reading and writing assignment in class. Reading: Chapter 6 (Middle East: UAE, Saudi Arabia, Qatar)

Feb 20th Review of the third reading and writing assignment in class. Reading: Chapter 9 (India)

Feb. 27th Review of the third reading and writing assignment in class. Reading: Chapter 7 (Africa: Ghana)

Mar. 6th Review of the third reading and writing assignment in class. Reading: Chapter 12 (Australia)
Mar. 13th Discussion of your essay on the required elements of the Draft New International Real Estate Minor Concentration for the Baker Program

General Information

Required Texts: All assigned reading will be provided in physical and/or electronic form.

General Requirements: Students are expected to attend all class meetings and project meetings as proscribed by the team leaders. Students who wish academic credit will be monitored by the team leaders, the student graduate assistants and the faculty. Board members of the organization will be serving in different capacities, that is can serve as board members and project leaders. Those who wish more than one credit will meet with the faculty and team leader to determine the nature of the assignment and the means of monitoring performance.

Attendance: Please provide a Dean’s or doctor’s excuse if you are unable to attend a class or screening.

Assignments: The assignments will vary. Every effort should be made to be punctual and professional.

Diversity Statement: We envision this course as a workshop, where we each play an integral and necessary part in the learning process as part of a diverse community of learners. With this idea in mind, it is important for each of us to respect the voices, opinions, and ideas of others. This requires active and open listening as well as the reevaluation and repositioning of your own beliefs and opinions at different points throughout the semester. Sometimes and frequently, this produces the spark of excitement that may require you to listen and process a position that is contrary to yours or to engage in lively discussion and debate. This is one of the goals of an effective, productive workshop, where the intellectual output of all is honored and respected.

University Policies and Regulations: This instructor respects and upholds University policies and regulations pertaining to the observation of religious holidays; assistance available to the physically handicapped, visually and/or hearing impaired student; plagiarism; sexual harassment; and racial or ethnic discrimination. All students are advised to become familiar with the respective University regulations and are encouraged to bring any questions or concerns to the attention of the instructor.

Academic Integrity: All the work you submit in this course must have been written for this course and not another and must originate with you in form and content with all contributory sources fully and specifically acknowledged. Make yourself familiar with Cornell’s Academic Integrity Code, which is distributed to students in the Policy Notebook. The code, together with a guide to Acknowledging the Work of Others, can be downloaded at http://theuniversityfaculty.cornell.edu/pdfs/AIAckWorkRev90620.pdf. In this course, the normal penalty for a violation of the code is an “F” for the term.
**Students with Special Needs:** Students who require disability-related accommodations are encouraged to speak with the instructor about their needs as soon as possible. In compliance with the Cornell University policy and equal access laws, the instructor of record is available to discuss appropriate academic accommodations that may be required for students with disabilities. Requests for academic accommodations are to be made during the first three weeks of the semester, except in unusual circumstances, so that arrangements can be made. Students are encouraged to register with Student Disability Services to verify their eligibility for appropriate accommodations.