

Who Should Attend the University of Shopping Centers

College of Asset Management and General Studies

- Asset managers, REIT and retail analysts seeking advanced, detailed information on specific subjects and work disciplines.
- Professionals with small, medium and large center experience seeking more knowledge about specific center types.
- Executive level professionals seeking in-depth knowledge on any of the various disciplines covered.

College of Development and Redevelopment

- Architects, engineers, store designers, landscape designers, construction general contractors, development executives and others involved in the design and development of shopping centers.
- Professionals considering a redevelopment or the remerchandising of a center.

College of Retailing

- Experienced retailers with substantial responsibility for overseeing the real estate function of the company or active in negotiating leases and/or reciprocal easement agreements with landlord representatives.
- Developers who need to improve their knowledge of retail strategies.

College of Leasing and Specialty Leasing

- Leasing agents and brokers, and shopping center management professionals who possess more than five years of experience. University curriculum is perfect follow-up for graduates of the ICSC School for Professional Development Leasing II Institutes.

College of Law for Non-Lawyers

- Leasing agents and brokers involved in putting together, presenting, negotiating and analyzing or approving lease deals on behalf of landlords and tenants.
- Shopping center management personnel responsible for significant components of the lease administration process.
- Operations administrators for shopping centers who wish to be updated on all areas of the law.
- Construction administrators who are responsible for writing and implementing the provisions of a contract for the construction of a center in its initial phase of development or redevelopment, and its ongoing issues.
- Experienced retailers with substantial responsibility for overseeing the real estate function of a company or active in negotiating leases with landlord representatives.
- Managerial administrators for shopping centers and retail stores who represent the ownership side of the negotiation.
- Accounting administrators and financial staff for the developer or the retailer.
- Paralegals who work on behalf of a lawyer.

- All other professionals who need a jump-start or refresher in legal principles and practices for shopping centers.

College of Finance for Non-Financial Professionals

- Asset managers, retail and REIT analysts seeking more knowledge of all methods of accounting, finance, financing techniques and the numbers that drive the business.
- Leasing agents and brokers involved in putting together, presenting, negotiating and analyzing or approving lease deals.
- Shopping center management and marketing personnel responsible for significant components of the business plan process and whose responsibility is to approve budgets or generate income through tactical implementation.
- Graduates of the Management II, Marketing II or Leasing II at the John T. Riordan School for Professional Development.
- Development officers, lawyers, operations and security managers, and other professionals with expense or income budget responsibilities needing to be updated on all areas of finance and accounting.
- All other professionals who need a jump-start or refresher in finance and accounting techniques and applications for shopping centers.
- Experienced retail real estate retailers with substantial responsibility for overseeing the real estate function of the company or active in negotiating leases with landlord representatives.

College of Financial Analysis

- This program was designed to learn how to be more effective analyzing opportunities for investing in and using commercial real estate for retailing.
- Commercial real estate professionals, lawyers, CPA's, financial planners and individual investors concerned with all aspects of leasing, including analysis, valuations, negotiations and comparing the cost of leasing vs. owning.

College of Debt Workout, Transactions and Repositioning of Distressed Assets

- This ICSC certificate program will help professionals at all levels understand the nature of current forces producing distress and the options and potential avenues for workouts available to property owners and note holders.