



August 20, 2015

**Position announcement:** Affiliate part-time instructor in Financial Modeling for Real Estate II

The University of Washington's Department of Urban Design and Planning and the Runstad Center are seeking applicants for a part-time appointment for the MS in Real Estate commencing in January 2016. The individual selected will be teaching the course "Financial Modelling for Real Estate II", which focuses exclusively on the use of ARGUS in real estate modeling and will be conducted in the winter quarter of 2016. This is a 2 credit hour course and there can be flexibility in teaching it either on a Wednesday or Friday.

Prospective instructors should be prepared to conduct case studies of various real estate uses (office, apartment, retail and industrial) on ARGUS. Subject areas to be covered in the course include basic tenant and expense functions, application of different types of rent, rent role, preparation of all inclusive building expenses, differentiation between single vs. multitenant buildings and recoveries and equity structure partnerships.

Applicants must have their ARGUS certification. Preference will be given to those with ARGUS AE certification, although those with ARGUS DCF will be considered as well. Teaching experience is preferred although professional experience will be evaluated accordingly.

Applicants should submit a letter of intent, resume, and three letters of recommendation to Professor Sofia Dermisi at [sdermisi@uw.edu](mailto:sdermisi@uw.edu) by **September 25, 2015**. Applicants interested in the position should contact Professor Dermisi in advance of submitting any material for additional information regarding the position.

The University of Washington is an affirmative action, equal opportunity employer. All qualified applicants will receive consideration for employment without regard to, among other things, race, religion, color, national origin, sex, age, status as protected veterans, or status as qualified individuals with disabilities.



August 20, 2015

**Position announcement:** Affiliate part-time instructor in Negotiations and Conflict Resolution in the Built Environment

The University of Washington's Department of Urban Design and Planning and the Runstad Center are seeking applicants for a part-time appointment for the MS in Real Estate commencing in January 2016. The individual selected will be teaching the course "Negotiations and Conflict Resolution in the Built Environment" in the winter quarter of 2016. This is a 3 credit hour course and there can be flexibility in teaching it either on a Wednesday or Friday.

The course focuses on different negotiation methods and tactics with an emphasis on the Built Environment. Prospective instructors should be familiar and prepared to conduct class simulations and case studies on topics such as real estate, urban planning, public policy and in other related areas. Subject areas to be covered in the course include student self-assessment, distributive, integrative and mixed motive negotiation; competitive and cooperative negotiation; ethics and tactics in negotiating across cultures and genders globally; effective communication and psychological biases; dispute prevention strategies; conflict resolution tactics; building coalitions; conciliation and mediation; arbitration and dealing with difficult people/situations; and navigating complex multi-party negotiations.

Applicants must have at least a Master's degree in a relevant field and teaching experience is preferred although professional experience will be evaluated accordingly.

Applications, including a letter of intent, resume, and three letters of recommendation, should be emailed to Professor Sofia Dermisi at [sdermisi@uw.edu](mailto:sdermisi@uw.edu) by **September 25, 2015**. Applicants interested in the position should contact Professor Dermisi for additional information.

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