

## FAA Customer Real Estate Course: *What is FAA Real Estate?* (CRE)

### COURSE NUMBER    FAA01200002

For information about this course, contact:  
Susan Freericks, ALO-200  
(202) 267-8374

---

### DESCRIPTION AND LEARNING STRATEGY

The FAA Customer Real Estate Course: *What is FAA Real Estate?* provides an insight into the FAA's real estate process from the perspective of customers. The course is designed to enhance awareness and understanding that will increase your effectiveness as you participate in the process of acquiring, managing, and disposing of real property. Methodologies for this course include lecture, facilitated discussions, case study, PPT presentations, demonstrations, and individual/small group activities.

### HOW YOU WILL BENEFIT

- Learn how space acquisition and utilization affect you.
- Discover how you can optimize time, money, and resources.
- Find out how to interface with key real estate contacts.
- Identify real estate requirements.
- Learn how you can comply with the congressional mandate to reduce real property inventory.

### OBJECTIVES

Upon completion of the course, participants will understand:

- The role they play in the process of acquiring land.
- The role they play in the process of leasing space.
- How Real Estate is organized, and how working collaboratively helps achieve FAA goals.
- How the Acquisition Management System (AMS) supports real property acquisition, management, and disposal.
- The FAA's outgrant process and the processes to acquire, modify, and terminate utilities.

### KEY COMPETENCIES

- Building Alliances
- Building Teamwork and Cooperation
- Business Acumen
- Communication
- Customer Focus
- Problem Solving

### CLASS SIZE

22 participants

### LENGTH    3 days

(Tuesday, 8:00 a.m. –  
Thursday, 5:00 p.m.)  
24 hours

### LOCATION

FAA Center for  
Management and  
Executive Leadership  
Palm Coast, Florida

### UPCOMING DELIVERIES

See [eLMS](#) schedule.

### WHO SHOULD ATTEND

This course is open to all with a role in the real estate process, such as project leads and project managers, engineers, logistics management specialists, SSC managers, general counsels, FAA contractors, and all DOT modes.

### ENROLLMENT

To enroll, contact  
Susan Freericks, ALO-200,  
(202) 267-8374  
[susan.freericks@faa.gov](mailto:susan.freericks@faa.gov)

### PREREQUISITE

None

### PRECOURSE

None