

# Frequently Asked Questions

**Course Title:** Lease Acquisition Training

**Course #:** 1597

**Duration:** 5 Days

**Delivery Method:** Instructor-led live classroom

## 1. What business or organizational need does this course address?

Explore the fundamental concepts involved in the leasing process to help ensure you get the best value for your agency. You will participate in highly interactive, hands-on exercises using a lease acquisition case study that simulates the entire lease acquisition process—from requirements development through tenant improvement (TI) construction and acceptance. You will gain the knowledge and skills to bring value to your team and your agency.

## 2. Who should attend?

This course is designed for newly assigned leasing specialist. Experienced leasing personnel may choose to use this course as a refresher to maintain their leasing warrants and certification.

## 3. What will I learn how to do in this course?

- Provide practitioner-level training on the lease acquisition process
- Engage and challenge through a comprehensive case study simulation of the actual lease acquisition process
- Ensure consistency across regions
- Select the appropriate lease model

## 4. What kinds of activities are included in this course?

Lecture, discussion, and case study simulation

## 5. Are there prerequisites for this course?

There are no prerequisites for this course.

## 6. Do I have to complete any prework for the course?

There is no prework required for this course.

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## 7. Is this course applicable toward a professional certification?

No, this course is not applicable toward a professional certification. However, many Management Concepts courses do prepare you for professional certification programs. Click [here](#) to see a full list of professional certification programs that are supported by Management Concepts training courses.

## 8. Does this course count for credit toward a Management Concepts Certificate Program?

No, this course is not applicable toward a Management Concepts Certificate Program. However, many Management Concepts courses do count for credit toward a Management Concepts Certificate Program. Click [here](#) to see a full list of Management Concepts Certificate Programs.

## 9. What credits do I earn by completing this course?

The following credits are available for this course:

NASBA CPEs: 40

NASBA Field of Study: Management Services

NASBA Level: Intermediate

CEUs: 3.2

PDU: 35

CLPs: 40

## 10. What course(s) do you recommend after I complete this course?

- [Cost and Price Analysis of Lease Proposals](#)
- [Techniques of Negotiating Federal Real Property Leases](#)
- [Federal Real Property Lease Law](#)
- [Federal Real Property Leasing Refresher](#)