

# COURSE 100 - Updated Page Numbers

Updates have been made to keep the course content current. Please note that the page numbers for the Learning in Action Exercises mentioned in the GENERAL CONTENT video module have changed since the update. Please use the list provided here to locate the page numbers of the Learning in Action Exercises mentioned in the video.

1. **Learning in Action** - Environmental Concerns - **Pages 22 - 23**
2. **Learning in Action** - Scaling - **Page 32**
3. **Learning in Action** - Stations & Offsets - **Page 34**
4. **Learning in Action** - Appraisal - The Acquisition - **Page 45**
5. **Learning in Action** - Negotiation - **Page 52**
6. **Learning in Action** - Negotiation/Mitigation - Funnel Technique - **Page 58**
7. **Learning in Action** - Negotiation/Mitigation - **Page 61**
8. **Learning in Action** - Property Law Concepts - **Page 80**