



urban land development

master of science

Program Description

The purpose of this program is to bring together the private (decision making) and public (policy) aspects of real estate development and to help students develop skills related to land development in metropolitan areas. The program is interdisciplinary and covers all major aspects of the development process including design, feasibility analysis, land use regulation, market and location analysis, and negotiation. Thus, graduates from the program would bridge the gap between 1) professional training in fields such as city planning and public policy and 2) business administration. Graduates from the new program should be able to understand the constraints and incentives faced by both the private and public sectors when making land use recommendations and decisions.

Career Possibilities

Land use planning at the county or city level • Zoning regulation, application and change processes • Governmental General Plan development and application process • Environmental Statement development and analysis • Private subdivision development and government approval process • Land use development feasibility studies, including location analysis and financial analysis • Real estate market sector analysis, including location analysis • Urban development and renewal feasibility analysis • Negotiation skills for the purchase, sale, development, and conversion and utilization of real property.

Faculty

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Contact Information

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Graduate Program

Admission Requirements

The following are required for admission to the Master's Program in Urban Land Development (including admission as a pre-ULD Master's student):

- A BA or BS degree
- A *minimum* GPA of 3.0 or above in all undergraduate courses;
- Completion of the foundation courses or their equivalents with a minimum GPA of 3.0 and no grade lower than a "B-"; and
- A *minimum* score of 550 (213 if computer based) on the Test of English as a Foreign Language (TOEFL) for students whose preparatory education was in a language other than English, taken within three years of the date of application.

Additionally, the following information will be considered in evaluating applications:

- The candidate's overall GPA, GPA in the last 60 units of the bachelor's program, and GPA in foundation courses;
- The candidate's performance on the Graduate Management Admission Test (GMAT) or the Graduate Record Examination taken within three years of the date of application;
- The candidate's written statement of purpose; and
- The candidate's letters of recommendation.

Admission Procedures

The College of Business Administration's Graduate Office will be the unit responsible for processing applications at the departmental level. The Graduate Office will process applications twice a year: once in the fall semester and once in the spring semester. Candidates for the MS in Urban Land Development will be required to submit the following information to the CBA Graduate Office:

- Any specific application form that may be developed for the program;
- GMAT or GRE scores;
- TOEFL scores (if applicable);
- A written statement of purpose addressing the applicant's purpose in pursuing a Master's in Urban Land Development; and
- Three letters of recommendation from individuals with knowledge of the applicant's academic and professional potential.

Additionally, the candidate shall submit the following information to the University's Office of Graduate Studies:

- The application for graduate school admission (in accordance with any applicable University filing deadlines);
- Two sets of official transcripts from all colleges and universities attended; and
- TOEFL scores (if applicable).

Applicants who are approved for admission will receive a letter from the Associate Dean, Office of Graduate Studies. The Graduate Admission Recommendation (GAR) form will include any relevant information about proficiencies to be addressed and foundation courses that are required.

There are specific course prerequisites for certain MS in Urban Land Development "foundation" classes (e.g., ECON 1A and 1B are required to be taken before ECON 204). In addition, students are expected to have demonstrated basic proficiency in mathematics, statistics, and computer usage before enrolling in the foundation courses. Such proficiencies include the following:

- Mathematics: equivalent to at least one semester of calculus;
- Statistics: equivalent to an introductory course in probability and statistics; and
- Computer usage: literacy as demonstrated by course work or competency examination.

The program director has the discretion to determine if and how such proficiencies may be demonstrated.

Moving from Foundation to Required Courses

Students who have met the above prerequisites can be admitted as Pre-ULD Masters students and enroll in the foundation courses. To advance from the foundation to the required courses students must 1) earn a B- or better in all foundation courses and 2) maintain an overall grade point average of 3.0 or better in such courses. Students in the last semester of the foundation courses must file an Application for Classification with the Graduate Programs Office in the College of Business Administration. The student's academic status will be reviewed to assure that he or she meets the necessary criteria to be accepted as a classified graduate student. At the discretion of the ULD program director a student may enroll in required or elective courses while concurrently completing the last of the foundation courses.

Advancement to Candidacy

Before enrolling in a 500 level course a student must advance to candidacy. Initiation of advancement is a responsibility of the student. The application for Advancement to Candidacy must be filed no more than four weeks before the opening of the final semester of the program. To be eligible to advance a student must be making satisfactory progress and have completed at least 12 units in the program beyond the foundation courses. Satisfactory progress is defined in part as earning an overall GPA of 3.0, with no grade in a foundation or required course below a "B-". Students with a GPA deficiency cannot advance to candidacy. Students must also satisfy the writing proficiency exam (WPE) requirement before Advancement to Candidacy is approved.

Requirements • Master of Science Degree

Total units required for MS: 36

Courses in parentheses are prerequisites.

A. Foundation Courses (up to 15 units)

- (3) ECON 204* Business Economics
- (2) MBA 206* Managerial Statistical Analysis
- (2) MBA 207* Finance (ECON 204, MBA 201, MBA 206)
- (3) OBE 140* Real Estate Development (Instructor permission)

*Equivalent courses may be substituted with approval of the program director.

B. Program Requirements (21 units)

- (3) MBA 232 Seminar in Negotiation and other Dispute Resolution Methods
- (3) MBA 251 Real Estate Finance and Investment
- (3) MBA 253 Seminar in Real Estate Development (MBA 251, PPA 250, advanced to candidacy, and instructor permission)
- (3) PPA 207 Quantitative Methods in Public Policy and Administration (ECON 001B, STAT 001, PPA 205 or instructor permission)
- (3) PPA 220A Applied Economic Analysis I (ECON 001B, or instructor permission)
- (3) PPA 250 California Land Use Policy
- (3) PPA 251/ Urban Problems, Economics and Public Policy (PPA 220A or ECON 100B)

C. Elective Courses: (12 units)

- (12) Select four of the following:
 - (3) ECON 241 Applied Econometric Analysis (ECON 141)
 - (3) ENVS 122 Environmental Impact Analysis: CEQA and NEPA
 - (3) ENVS 128 Environment and the Law (ENVS 110 or ENVS 111, or instructor permission)
 - (3) GEOG 109 Geographic Information Systems
 - (3) MBA 220 Financial Management
 - (3) MBA 221 Financial Markets
 - (3) MBA 231 Personnel Management
 - (3) MBA 252 Mortgage Markets: Institutions, Securities, and Strategies
 - (3) MBA 295E Internship in Urban Land Development (Classified graduate status; completion of graduate foundation courses plus 6 units of the second year requirement, minimum Sacramento State GPA of 3.0 required)
 - (3) PPA 205 Research in Public Policy and Administration
 - (3) PPA 220B Applied Economic Analysis II (PPA 220A)
 - (3) PPA 284 / Urban Policy (Classified graduate status)
 - (3) GOVT 284
 - (3) SOC 210 Urban Sociology
- Other courses approved by the program coordinator may be used to meet the elective course requirements. However, a maximum of six (6) units of upper division undergraduate course work may be used to meet the elective course requirements.

D. Culminating Experience (3 units)

- (3) MBA 500A / B Thesis/Project (Advanced to candidacy; completion of MBA 244) **OR**
- (3) PPA 500 Culminating Experience (Advanced to candidacy and permission of the graduate coordinator)

Notes: 1) The number of units taken in the College of Business Administration cannot exceed fifty percent of the total number of units taken to satisfy the required courses, elective courses, and culminating experience requirements; 2) complete descriptions of the following courses can be found in the sections for the appropriate department within this catalog.