

## WHAT ARE THE MS IN ULD REQUIREMENTS?

### FOUNDATION (up to 12 units)

**ECON 204**, Business Economics, or equivalent (ECON 1A & 1B or equiv.)

**MGMT 207**, Finance, or equivalent (MGMT 133 or equiv.)

**MIS 206**, Managerial Statistical Analysis, or equivalent (MIS 131 or equiv.)

**OBE 140**, Real Estate Development, or equivalent

### REQUIRED COURSES (21 units)

**OBE 243**, Real Estate Finance and Investment

**OBE 248**, Seminar in Real Estate Development (OBE 243, PPA 250)

**OBE 255**, Seminar in Negotiation and other Dispute Resolution Methods

**PPA 207**, Quantitative Methods in Public Policy and Administration

**PPA 220A**, Applied Economic Analysis I

**PPA 250**, California Land Use Policy

**PPA 251/ECON 251**, Urban Problems, Economics, and Public Policy

### ELECTIVES (12 units)

Four 200-level courses selected in consultation with the ULD Advisors.

### CULMINATING EXPERIENCE (1-3 units)

Select one of the following:

**OBE 500A/B**, Thesis Project or

**PPA 500**, Culminating Experience



California State University,  
Sacramento

# Master of Science in URBAN LAND DEVELOPMENT

Offered By the Departments of

**Organizational Behavior  
and Environment**

and

**Public Policy and  
Administration**



## WHY STUDY URBAN LAND DEVELOPMENT?

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. The Master of Science in Urban Land Development (ULD) program prepares students for management and professional careers in urban land development in the private and public sectors.

The ULD faculty have the highest academic and professional qualifications, including published research and involvement in professional activities. The program is accredited by the prestigious American Assembly of Collegiate Schools of Business, as well as by regional accrediting agencies.

## COURSE SCHEDULING

All courses are scheduled during the evenings.

## WHAT TYPE OF FINANCIAL SUPPORT IS AVAILABLE?

### Assistantships

Graduate student assistantships are available for teaching related and research activities. Information about assistantships can be obtained from either the OBE Department, Tahoe 2028, or the PPA Department, Tahoe 3038.

### Scholarships

California Association of Realtors  
Commercial Real Estate Women (CREW)  
Institute of Real Estate Management (IREM)  
National Association of Real Estate Appraisers  
Real Estate Scholarship and Internship Grant  
Sacramento Association of Realtors  
Society of Industrial and Office Realtors

Information about scholarships and internships can be obtained from the Office of Student Affairs, Tahoe 1037.

Visit the Real Estate & Land Use Affairs website at

[www.csus.edu/obe/relua.html#MS-ULD](http://www.csus.edu/obe/relua.html#MS-ULD)

for course descriptions, course schedules, and faculty resumes.

## ADMISSION REQUIREMENTS

Admission as a classified graduate student to the MS in Urban Land Development (ULD) offered by the College of Business Administration (CBA) and the College of Social Science and Interdisciplinary Studies (SSIS) is based on:

- The candidate's overall and last 60 units GPA from his/her bachelor's program.
- Completion of the program's foundation courses or their equivalent courses with at least a 3.0 GPA.
- The candidate's performance on the Graduate Management Admission Test (GMAT) or the Graduate Record Examination (GRE) taken within five years from the date of application.
- All applicants whose preparatory education was principally in a language other than English are required to take the Test of English as a Foreign Language (TOEFL) and receive a minimum score of 550 (213 if computer based). This test must have been taken within three years from the date of application.
- A written statement of purpose; from one to two pages, addressing the applicant's purpose in pursuing a Master of Science in Urban Land Development.
- Three letters of recommendation from individuals with knowledge of the applicant's academic and professional potential.



## HOW DO I APPLY FOR THE MS IN URBAN LAND DEVELOPMENT?

### Minimum Admission Criteria

To be considered for admission in the MS in Urban Land Development an applicant must have:

- a minimum GMAT score of 450 point or a minimum GRE score of 800 points;<sup>1</sup>
- a minimum GPA of 2.75 in the last 60 units of his/her undergraduate program; and
- If applicable, a minimum TOEFL score of 550 (paper based) or 213 (computer based).

Complete applications that meet these minimum requirements will be considered by the ULD Graduate Admissions Committee. An applicant with deficiencies in the above requirements may be admitted to the program on a conditionally classified status. Admission conditions will be determined on an individual basis. The CBA reserves the right to revise the admissions standards and to limit enrollment in its graduate programs.

### Application Filing Deadline

Fall Admissions only      Fall:      April 1

To apply for the MS/ULD contact the Graduate Programs Office in the College of Business Administration, Room **Tahoe 1035** or send e-mail to [cbagrad@csus.edu](mailto:cbagrad@csus.edu), or call **(916) 278-6772**.

For additional information please contact one of the following professors:

#### Jaime R. Alvayay

Tel: (916) 278-6510  
Fax: (916) 278-5580  
E-mail: [alvayayj@csus.edu](mailto:alvayayj@csus.edu)  
or

#### Edward Lascher

Tel: (916) 278-4864  
Fax: (916) 278-6544  
E-mail: [tedl@csus.edu](mailto:tedl@csus.edu)

<sup>1</sup> Both scores represent the summation of the quantitative and verbal parts.

## APPLICATION PROCEDURES

All prospective graduate students must have a baccalaureate from a regionally accredited four-year institution of higher learning or the equivalent from a foreign institution and must file the following documents:

### To The College of Business Administration Graduate Programs Office (CBA-GPO):

1. On-line CBA-GPO Graduate Application ([www.csus.edu/cbagrad](http://www.csus.edu/cbagrad))
2. One set of Official Transcripts (Required by deadline)
3. GMAT or GRE Scores (Required by the deadline)
4. Statement of Purpose (one to two pages)
5. Recommendation Letters (minimum three, by the deadline)
6. Resume

### To CSUS Office of Graduate Studies:

1. On-line CSU Graduate Application ([www.csus.edu/gradstudies](http://www.csus.edu/gradstudies))
2. One Set of Official Transcripts
3. \$55 Application Fee (You can pay this when you are filling out your on-line application)

### Please Note:

**Applications are not considered complete and will not be reviewed unless GMAT or GRE scores and transcripts are included.**

To facilitate processing your application so that you receive an admission decision more quickly, you must submit transcripts from ALL colleges and universities previously attended. It is not necessary to submit CSUS transcripts. You should arrange to have those official transcripts sent at the same time you submit your application.

## CONTACT INFORMATION

### Graduate Programs Office (CBA-GPO)

Tahoe Hall, Room 1035  
College of Business Administration  
CSU, Sacramento  
6000 J Street  
Sacramento, CA 95819-6088  
Phone: (916) 278-6772  
Fax: (916) 278-4233  
E-mail: [cbagrad@csus.edu](mailto:cbagrad@csus.edu)

### Office of Graduate Studies

CSU, Sacramento  
River Front Center, Room 206  
CSU, Sacramento  
6000 J Street  
Sacramento, CA 95819-6112  
Phone: (916) 278-6470  
Email: [gradctr@csus.edu](mailto:gradctr@csus.edu)

**International Students:** All materials, inclusive of TOEFL scores, must be turned in to the International Admissions Office. To ensure consideration, international students should submit their material to the International Admissions Office one month prior to the above CBA application deadlines. The University requires a minimum TOEFL score of 550 (paper based) or 213 (computer based). International students should contact:

### Global Education Office

Lassen Hall, 1st floor lobby  
International Admissions  
CSU, Sacramento  
6000 J Street  
Sacramento, CA 95819-6048  
Phone: (916) 278-7772 or 7773  
E-mail: [intladm@csus.edu](mailto:intladm@csus.edu)

