**Curriculum**

**Prerequisites:** introductory course in statistics and computer literacy

**Foundation Courses (up to 6 units)**
- ECON 1B Introductory Microeconomics
- FIN 101 Introductory Business Finance

**Program Requirements (18 units)**
- MBA 251 Real Estate Finance Invest (3 units)
- MBA 253 Seminar in Real Estate Development (3 units)
- PPA 207 Quantitative Methods in PPA (3 units)
- PPA 220A Applied Economic Analysis I (3 units)
- PPA 251/ECON 251 Urban Problems, Economics & Public Policy (3 units)
- PPA 270 Collaborative Policy (3 units)

**Electives Courses (12 units)**
- CE 261 Transportation Planning
- ECON 114 California Economy
- ENVS 122 Environmental Impact Analysis
- ENVS/GOVT 128 Environment and the Law
- GEOG 109 Geographic Information Systems
- GEOG 110 Adv Geog Information Systems
- GEOG 145 Population Geography
- GEOG 161 California Water Resources
- GOVT 280 California Politics
- GOVT/PPA 284 Urban Politics
- MBA 220 Financial Management
- MBA 223 Asset Valuation
- MBA 230 Behavioral Science Application
- MBA 240 Marketing Management
- MBA 264 Business Intelligence
- PPA 205 Research in Public Policy & Administration
- PPA 220B Applied Econ. Analysis II
- PPA 240A Public Management and Admin
- PPA 250 California Land Use Policy
- PPA 252 Sustainable Development & Building Practices
- PPA 272 Collaborative Governance Advanced Practice
- PPA 295 Internship
- SOC 210 Urban Sociology

**Culminating Experience (3 units)**

**Among Our Faculty Are:**

The MSULD faculty have the highest academic and professional qualifications, including published research and involvement in professional activities.

- Rob Wassmer, Director and Professor, Ph.D., Michigan State University, Economics
- Sudhir Thakur, Associate Professor, Ph.D., Ohio State University, Geography
- Nuruddin Ikromov, Assistant Professor, Ph.D., Pennsylvania State University, Real Estate Finance
- Ted Lascher, Professor, Ph.D., University of California, Berkeley, Political Science

---

**Application Checklist:**

1) Submit to Department of Public Policy and Administration
- Supplemental Program Application
- GMAT or GRE scores
- Recommendation letters (3)
- Statement of Purpose
- Resume (recommended)

2) Submit to the Sacramento State Office of Graduate Studies
- On-line CSU graduate application (www.csus.edu/gradstudies)
- One set of official transcripts
- Application fee

---

**Department of Public Policy & Administration**
Sacramento State
6000 J Street
Sacramento, CA 95819-6081
(916) 278-6557
Fax (916) 278-6544
Email: ppa-01@csus.edu
www.csus.edu/uld
The Urban Land Development program (MSULD) brings together the private (decision-making) and public (policy) aspects of real estate development and helps students develop the skills needed to develop land 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.

Graduates from this program bridge the gap between land use professionals with training in fields such as city planning, government, and public policy and those trained in business administration. Graduates from this program will be able to understand the constraints and incentives faced by both the private and public sectors when making land use recommendations and decisions.

Infused in our curriculum are the principals of ethics, the public good, and graduate-level teaching on sound commercial real estate investment and finance practices. All these being necessary to successfully practice urban land development in California. Furthermore, our location in Sacramento offers the student the comparative advantage of interactions and job possibilities in an environment rich with progressive thought on the public side, and booming with strong private urban land development opportunities.

We prepare our graduates for careers as:
- Project managers
- Advisors and administrative service officers to elected/appointed officials
- State legislative and executive branch consultants
- Public real estate officers
- Private entrepreneurs and owners
- Transportation, economic development, and land use planners
- Land use consultants
- Commercial real estate appraisers

Graduates of Sacramento State’s MSULD Program are employed by:
- California High Speed Rail Authority
- U.S. Bureau of Land Management
- Evergreen Company
- Herrick Urban Property Ventures
- Sacramento County Real Estate Office
- Placer County Assessor’s Office
- California Energy Commission
- City of Rancho Cordova
- Sacramento Area Council of Governments
- Parker Development Company
- California Department of Transportation
- California State Assembly
- Benningfield Group
- Livaich Community Engagement
- Sacramento County Executive Office

“My tenure with Parker Development Company spans 20 years and I have spent the past 9 years as the Principal Planner in charge of current and forward planning projects. The MSULD curriculum offered me the perfect blend of public policy issues that I face on a daily basis, while improving my proficiency in real estate finance and investment that are vital to achieving an executive management position. Obtaining the MSULD degree shows my current employer that I am dedicated to furthering my education and I possess the qualities to be a leader in the real estate development industry.”

Andrea Howard
Principal Planner for Parker Development Company El Dorado Hills, CA MSULD 2013

“The MSULD program taught me how to maximize the public good by using a variety of tools to balance the priorities of the private and public sector. The program introduced me to resources and tools that I use at work and in my community. I gained practical knowledge about land development and public policy from the diverse group of professional students and experienced faculty. In the program I built a foundation of multidisciplinary skills that help me maintain a career that is versatile and fulfilling.”

Eli Harland