

JAMES A. GRAASKAMP COLLECTION OF TEACHING MATERIALS

III. REAL ESTATE DEPARTMENT ADMINISTRATION

A. Selected Graaskamp Correspondence With Other Faculty Members

4. Graaskamp's Promotion Process to Full Professor:
Includes letters of support from outside academics and professionals

UNIVERSITY OF WISCONSIN-MADISON

GRADUATE SCHOOL OF BUSINESS

1155 Observatory Drive
Madison, Wisconsin 53706

February 28, 1974

M E M O R A N D U M

TO: The Subcommittee of the Executive Committee

FROM: Department of Public Policy and International Business

SUBJECT: Promotion to Professor

1. The full professors of the Department of Public Policy and International Business (including David Granick) unanimously recommend that James A. Graaskamp be promoted to the rank of Professor this year.

2. Our recommendation is based in part on his importance to the School's Real Estate program, and to what he already has done to develop it. During the past five years he has raised:

- scholarships from industry of approximately \$4,200 per year, totaling approximately \$21,000
- research grants from WARF approximating \$15,000

During that time he has been instrumental in increasing the number of Real Estate majors as follows:

- graduate level, approximately 250%
- undergraduate level, approximately 350%

3. Our recommendation is based also on the quality of his teaching. This is indicated by student evaluations of his courses, which are being provided independently of this memorandum. Perhaps more important measures of his teaching are the following.

- Between 1964 and the present, enrollment in his course, Business 554 (Residential Property Development and Management) has increased approximately 700%.
- Between 1964 and the present, enrollment in his course, Business 550 (Urban Land Economics, Principles) has increased approximately 250%.
- Mary Kreul's survey for the Business Core Subcommittee of the Undergraduate Studies Committee (dated November 15, 1973) based on Business School graduates during the period 1969-1973 showed the following.

Subcommittee of the Executive Committee
February 28, 1974
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- Among majors, Business 550 rated the highest of all the core courses taught. That is, it was listed as being of:
 - great value by 90.6% of the Real Estate majors
 - some value by 9.4%
 - of no value by 0.0%
- Among non-majors, Business 550 rated second highest of all courses taught. That is, it was listed as being of:
 - great value by 58.9% of all non-Real Estate majors
 - some value by 38.2%
 - no value by 6.8%

4. A copy of Jim Graaskamp's Vita has been distributed to you earlier. Additional copies may be obtained if desired. Professor Andrews is prepared to meet with you Friday, if you so desire, to answer any questions regarding Jim Graaskamp's qualifications for promotion to Professor.

WJB:cs

cc: Professors Andrews
Graaskamp

November 1, 1984

Ms. Martha Peterson
One Langdon
Madison, WI 53703

Dear Ms. Peterson:

Thank you for your kind words about Professor Jim Graaskamp's real estate program. As Dean, I was well aware of the stature that his program held with industry. I know that the current Dean, E. James Blakely, is also a strong supporter of the real estate program under Jim Graaskamp.

Dean Blakely and Professor Graaskamp have been given copies of your letter for their records. I know that they also appreciate your comments and thank you for delivering them to us.

Sincerely,

Robert H. Bock
Professor of Business

RHB/mjh

RHB.

CC: E. J. Blakely
— J. A. Graaskamp

Martha Peterson
One Langdon
Madison, Wisconsin 53703

October 16, 1984

Dear Bob Brock:

A few weeks back at the annual review of Metropolitan Life's Investments, a director asked Vice President Glenn Coverdale where he found the people to develop and manage Metropolitan's real estate investments. It is the leader in this field some feel. The reply, "We get our best real estate people from the School of Business at the University of Wisconsin Madison. No one matches Jim Grasskamp in turning out competent, qualified, perceptive real estate investors. We have all we can get."

These statements were repeated.
the next week to a larger group.
I thought you and your colleagues
should know — or perhaps you
already did.

Frank

Personal file

ARIZONA STATE
UNIVERSITY

TEMPE, ARIZONA 85281

COLLEGE OF BUSINESS ADMINISTRATION

March 8, 1976

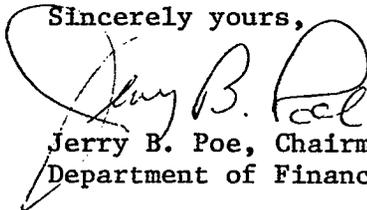
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Professor R. B. Andrews
Graduate School of Business
University of Wisconsin - Madison
1155 Observatory Drive
Madison, Wisconsin 53706

Dear Professor Andrews:

It is the considered opinion of our real estate faculty that we are happy to comment positively on Professor James A. Graaskamp and commend him to you for promotion. Not only have our faculty become personally acquainted with Professor Graaskamp and his work but his capabilities and writing are held in high regard. Although I am not personally acquainted with him, I value the opinion of those faculty members at Arizona State University who are.

Sincerely yours,


Jerry B. Poe, Chairman
Department of Finance

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UNIVERSITY OF OREGON



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College of Business Administration
DEPARTMENT OF FINANCE

EUGENE, OREGON 97403
telephone (code 503) 686-3353

March 4, 1976

Professor R. B. Andrews
Graduate School of Business
University of Wisconsin
Madison, Wisconsin 53706

Dear Professor Andrews:

I support the promotion of James A. Graaskamp from associate to full professor. I have had professional contact with Professor Graaskamp for almost two decades. During this time, Jim has developed into one of the top three or four people in the country adapting current theory and analytical techniques to the real estate decision making process. Much of this updating of the decision making process was brought about by his personal research efforts and by his mental stimulation of leaders in the field. Real estate decision makers need more people with Jim's capability and dedication.

Sincerely yours,

Jerome Dasso
Jerome Dasso
Professor of Finance
and Real Estate

JD:lw

THE UNIVERSITY OF CONNECTICUT
THE SCHOOL OF BUSINESS ADMINISTRATION
Center for Real Estate & Urban Economic Studies

March 2, 1976

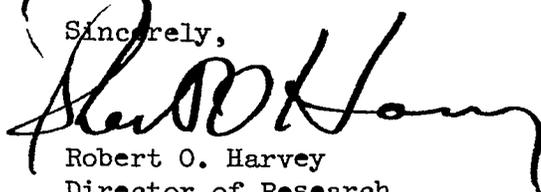
Professor R. B. Andrews
Graduate School of Business
University of Wisconsin
1155 Observatory Drive
Madison, WI 53706

Dear Professor Andrews:

Professor Graaskamp is known to me only through his publicized work and his reputation with others in the field who do know him quite well. I have read a number of his publications and have found them of high quality. He is, of course, known widely for his work on feasibility studies.

My associates who know him well speak of him with admiration and enthusiasm. I have made no attempt to consider the length of his publication list, and I know nothing of his teaching; but what I do know and what I hear from my colleagues, permits me to say that he has the reputation of one who is qualified for the rank of professor. On the basis of my general information about him, I endorse him as one who has served the academic community sufficiently to hold the rank of professor.

Sincerely,



Robert O. Harvey
Director of Research

ROH/jmq

March 2, 1976

Professor R. B. Andrews
Graduate School of Business
University of Wisconsin-Madison
1155 Observatory Drive
Madison, Wisconsin 53706

Dear Professor Andrews:

I congratulate you on the perspicacity of your administration in deciding that Dr. James A. Graaskamp should be seriously considered for promotion to the rank of full professor. I hope I will not be too offensive to you or your colleagues when I state unequivocally that one of the mysteries among academics in the field of real estate and urban economic studies is that Jim Graaskamp has not yet been promoted to the rank of Professor.

Having been involved in the administration of many similar cases myself, I recognize that you are well aware of the qualities that make him a contributing member of your own faculty. Therefore, in my brief remarks I will concentrate on his reputation and status among his academic peers and professional colleagues throughout the United States and indeed North America. I include "professional colleagues" because very few academics in the applied area of real estate and urban economic studies are not participating in two worlds simultaneously: the intellectual world of the university and the applied world in which the concepts, principles and tools of the academic arena are put to work to solve the pressing current problems of the day.

In either field, and I believe I can legitimately claim membership in both, Jim Graaskamp is held in the highest professional esteem. His writing is lucid and cogent, as is his lecturing style. He has probably done as much real "educating" and "teaching" of professionals in the real estate field as any single individual in the United States today. The good reputation that the graduate real estate program at the University of Wisconsin still retains is almost exclusively the result of the efforts and successes of Jim Graaskamp.

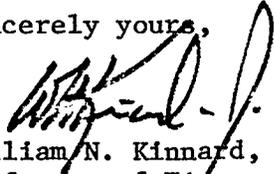
Under any conditions, he would be regarded as a leading thinker, writer, scholar and teacher in his field. I am certain that any university worth the name in the United States would be most anxious to add him to their staff at the top academic rank.

At the same time, he is teaching and practicing in an applied field. His work and his students both have the reputation of being imminently practical, based on a strong foundation of sound theory and keen analysis. In brief, his position and reputation are highly enviable. He is, in my judgement, one of the true leaders in our field nationally (and perhaps internationally).

In saying all of this, I have made no mention of his widely known physical disability. Jim Graaskamp's record would be highly laudable for any academic his age. Coupled with the physical disability he must live with constantly, the record is nothing short of amazing.

Irrespective of any considerations of his physical status, Jim Graaskamp is a respected, admired, contributing member of his academic discipline and his profession. I would urge you and your colleagues to give him the strongest possible support in your deliberations. You and he would both be well served if he were to be promoted at this time.

Sincerely yours,



William N. Kinnard, Jr.
Professor of Finance and
Real Estate

rea

UNIVERSITY OF FLORIDA



COLLEGE OF ARTS AND SCIENCES
AND
HUMANITIES COUNCIL

Alfred A. Ring
Professorship In Social Ethics

Box 13535 University Station
Gainesville, Florida 32601

March 3, 1976

Professor R. B. Andrews
Graduate School of Business
University of Wisconsin-Madison
1155 Observatory Drive
Madison, Wisconsin 53706

Dear Professor Andrews:

As a retired professor I no longer have my finger on the pulse of academic activities and thus am unable to shed light or to evaluate professional contributions of my peers.

However, approximately two years ago Professor Graaskamp conducted a two day lecture (seminar) under the auspices of the Continuing Education Division of the University of Florida. I dropped by during the first day's lecture and was much impressed with Professor Graaskamp's ability to hold attention of his listeners and comments from registered students were most favorable.

If I were a member of your committee, I would vote approval to his promotion to full professor.

Sincerely,

A handwritten signature in cursive script that reads "Alfred A. Ring".

Alfred A. Ring
Emeritus Professor

February 27, 1976

Professor R. B. Andrews
Graduate School of Business
1155 Observatory Drive
University of Wisconsin-Madison
Madison, Wisconsin 53706

Dear Professor Andrews:

I would be most pleased to comment on the professional and academic qualifications of Professor James A. Graaskamp. I understand that you are seeking an evaluation of his academic standing among his peers. I have worked with Jim in a variety of ways over the past ten years, and regard him as one of the top scholars in the field of real estate and urban economics. I am quite familiar with his research activities, his publications, and the various professional/academic activities that he has been involved in during recent years.

With respect to publications, I must note that Jim has not been as prolific in his publications as he has been with his research and demonstrated ability to conceptualize problems and issues in the field. I would personally attribute this to the fact that he seems to become bored with ideas once formulated and often neglects the next step of publishing these conclusions for the benefit and criticisms of his academic audience. He has, however, obtained the respect and admiration of his academic colleagues through the limited work that he has produced.

Professor Graaskamp has a well established reputation as an excellent teacher of undergraduate and graduate students, and I can personally affirm this evaluation since I have seen him perform. He is also well respected in his teaching activities through adult education and other professional non-credit programs.

Finally, I would comment on his active and valuable role as a Director of the American Real Estate and Urban Economics Association. During my tenure as President, he organized and implemented a system of faculty placement in the field of real estate and urban economics that has proved to be quite successful.

If I can provide any further information in support of Professor Graaskamp's promotion, please do not hesitate to write or call me.

Sincerely,

A handwritten signature in cursive script, appearing to read "SDM Messner".

Stephen D. Messner
Head, Department of Finance

SDM: sjm