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KNOWLEDGE FOR ACTION  
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# CORE CURRICULUM AND MAJORS

*August 5, 2015*



# MBA Program Academic Affairs

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**Lisa Rudi**  
Academic Advisor  
Cluster 1  
Dual degree advisor



**Michael Peterson**  
Academic Advisor  
Cluster 2  
Director of Academic  
Operations

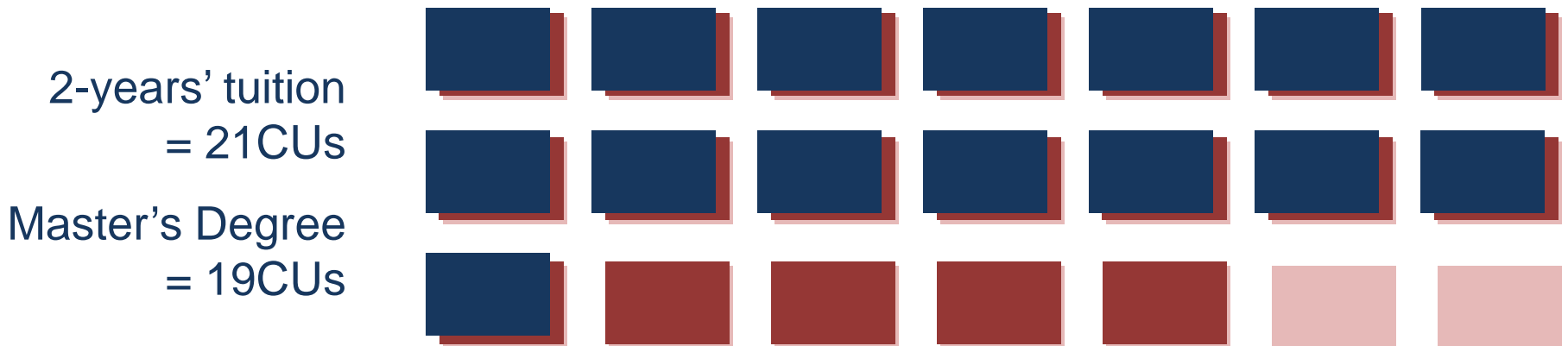
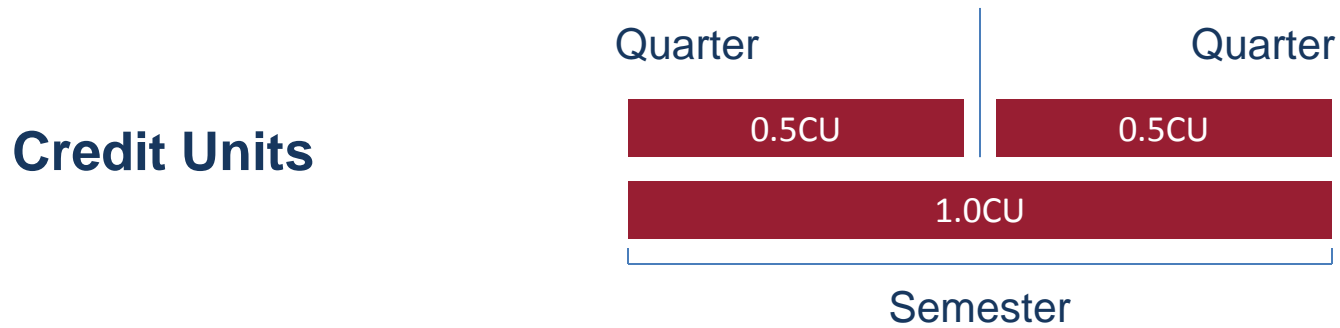


**Natalya Levina**  
Academic Advisor  
Cluster 3  
International  
Exchange/ Semester in  
SF



**Amy Miller,**  
Academic Advisor  
Cluster 4  
Global Immersion  
Programs Director

# What do I need to earn my Wharton MBA?




MBA = 15CUs must be from Wharton  
Core  $\approx$  9CUs  
Major  $\approx$  5CUs (1 cu typically from Core)

# THE FIXED CORE

MBA Curriculum

# Your First Year

|  | Fall  |   | Spring  |                    |   |
|--|---|---|---|--------------------|---|
| August   | Quarter 1   | Quarter 2                                     | Quarter 3   | Quarter 4          |   |
| <b>MGMT610</b><br>Foundations of Teamwork and Leadership | <b>MKTG611</b><br>Marketing Management                              | <b>OPIM611</b><br>Quality and Productivity    | Flex Core/Elective  |                    |   |
|  | <b>MGEC611</b><br>Microeconomics for Managers                       | <b>MGEC612</b><br>Microeconomics for Managers | Flex Core/Elective  |                    |   |
|  | <b>STAT613</b><br>Regression Analysis for Business                  |   | Flex Core/Elective  |                    |   |
|  | <b>WHCP 611/620</b><br>Management Comm/ Writing Requirement (.25cu) | or  | <b>WHCP 611/620</b><br>Management Comm/ Writing Requirement (.25cu)                   | Flex Core/Elective |   |
|  | Flex Core   |   | <b>WHCP 612 or WHCP 615</b><br>(.25 cu)   | or                 | <b>WHCP 612 or WHCP 615</b><br>(.25 cu) |
|  | Flex Core   |   |   |                    |   |
|  |   |   |  |                    |   |

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## MANAGEMENT

MGMT610: Foundations of Teamwork & Leadership

0.5 CU

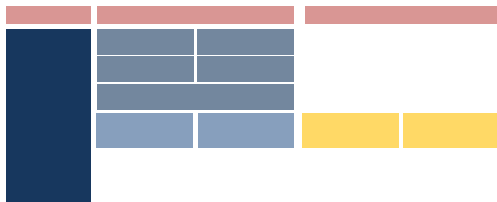
August 2015

*from the MGMT610: Foundations of Teamwork & Leadership syllabus...*

This course focuses on developing your knowledge and skill set for teamwork and leadership. The course is meant to be an intense immersion experience that draws strongly on the pedagogy of the ‘Wharton Teamwork and Leadership Simulation,’ a team-based, highly interactive simulation that was custom-designed and written by Wharton faculty for Wharton students specifically to allow you to experience the core concepts that you will learn in this class.

The 3 goals of this course are for you to learn about:

- **Leadership behaviors:** how to enact the skills that contribute to a team’s effective performance
- **Team dynamics:** how to be an effective team member, as well as how to best design work teams
- **Organizational awareness:** understanding organizational change and culture



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## MARKETING

MKTG611: Marketing Management

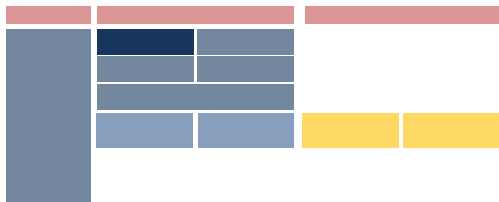
0.5 CU

Q1: Fall 2015

*from the MKTG611: Marketing Management syllabus...*

The first-quarter marketing course (MKTG 611) has two main objectives:

- First, to help you develop an understanding of how organizations can benefit from creating and delivering superior value to their customers and stakeholders.
- Second, to learn skills in applying analytic perspectives, decision tools and frameworks so you can build a disciplined approach to the analysis of business situations and develop successful marketing plans.



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## OPERATIONS AND INFORMATION MANAGEMENT

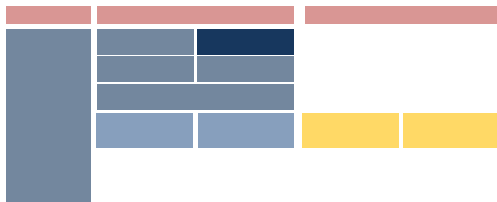
OPIM611: Quality and Productivity

0.5 CU

Q2: Fall 2015

*from the OPIM611: Quality and Productivity syllabus...*

In the course, we will explore how firms can better organize their operations so that they more effectively align their supply with the demand for their products and services. Throughout the course, we illustrate mathematical analysis applied to real operational challenges – we seek rigor and relevance. Our aim is to provide both tactical knowledge and high-level insights needed by general managers and management consultants.





## MICROECONOMICS FOR MANAGERS

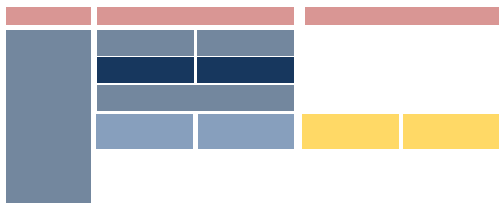
|   |        |               |
|---|--------|---------------|
| MGEC611: Microeconomics for Managers            | 0.5 CU | Q1: Fall 2015 |
| MGEC612: Microeconomics for Managers (Advanced) | 0.5 CU | Q2: Fall 2015 |

Topics covered in MGEC611 include:

- Market demand
- Market equilibrium
- Price elasticity
- Income elasticity
- Cross-price elasticity
- Market power
- Pricing

Topics covered in MGEC612 include:

- Game theory
- Oligopolies
- Auctions
- Dealing with Uncertainty



## STATISTICS

STAT613: Regression Analysis for Business

1.0 CU

Fall 2015

*or*

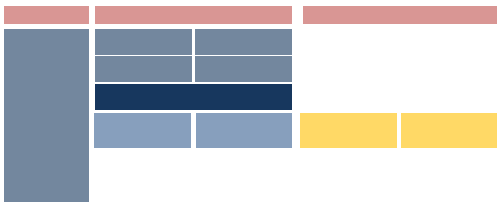
STAT621: Accelerated Regression Analysis for Business

0.5 CU

Q1: Fall 2015

*from the STAT613: Regression Analysis for Business syllabus...*

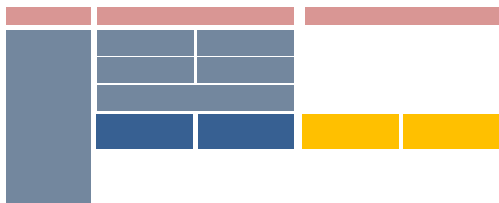
This course provides the fundamental methods of statistical analysis, the art and science of extracting information from data. The course will begin with a focus on the basic elements of exploratory data analysis, probability theory and statistic inference. With this as a foundation, it will proceed to explore the use of the key statistical methodology known as regression analysis for solving business problems. These methods and their application will reappear in many other MBA classes and are part of the basic “tool kit” expected of all MBAs in their careers.



## COMMUNICATIONS

|   |         |                         |
|---|---------|-------------------------|
| WHCP611: Management Communication           | 0.25 CU | Q1 <i>or</i> Q2: Fall   |
| WHCP620: Writing Requirement                | 0.0 CU  | Q1 <i>or</i> Q2: Fall   |
| <i>and</i>                                  |         |                         |
| WHCP612: Advanced Persuasive Speaking       | 0.25 CU | Q3 <i>or</i> Q4: Spring |
| <i>or</i>                                   |         |                         |
| WHCP615: Comm. Challenges for Entrepreneurs | 0.25 CU | Q3 <i>or</i> Q4: Spring |

WHCP 611 is a seminar-style course where students learn the essentials of persuasion, gain confidence in public speaking, and receive individualized feedback on speaking skills.



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## COMMUNICATIONS

|                              |        |                |
|------------------------------|--------|----------------|
| WHCP620: Writing Requirement | 0.0 CU | Q1 or Q2: Fall |
|------------------------------|--------|----------------|

The Writing Requirement is a requirement for graduation and cannot be waived. It responds to:

- Wharton Alumni: Effective writing was a key contributor to career success.
- Recruiters: Among MBAs, the ability to write well is one of the least common, but most valued skills sought by employers.

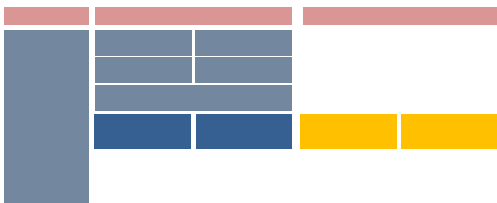
Next Steps:

- An email from Program Office on August 5th will direct you to a link to begin the writing requirement.
- The email's subject line will read: Wharton Writing Requirement: How to Begin
- First assignment due **Thursday, August 27th**.
- Questions: Brennan Maier: [bmaier@wharton.upenn.edu](mailto:bmaier@wharton.upenn.edu)

## COMMUNICATIONS

|   |         |                  |
|---|---------|------------------|
| WHCP611: Management Communication           | 0.25 CU | Q1 or Q2: Fall   |
| WHCP620: Writing Requirement                | 0.0 CU  | Q1 or Q2: Fall   |
| <i>and</i>                                  |         |                  |
| WHCP612: Advanced Persuasive Speaking       | 0.25 CU | Q3 or Q4: Spring |
| <i>or</i>                                   |         |                  |
| WHCP615: Comm. Challenges for Entrepreneurs | 0.25 CU | Q3 or Q4: Spring |

WHCP 611 is a seminar-style course where students learn the essentials of persuasion, gain confidence in public speaking, and receive individualized feedback on speaking skills.



# THE FLEXIBLE CORE

MBA Curriculum

## FINANCE: CORPORATE FINANCE

|   |                     |                |
|---|---------------------|----------------|
| FNCE 611: Corporate Finance                 | 1.0 CU              | Fall or Spring |
| FNCE 612: Accelerated Corporate Finance     | 0.5 CU <sup>†</sup> | Q1: Fall       |
| FNCE 614: Introduction to Corporate Finance | 0.5 CU              | Q3: Spring     |

### Requirement: Complete one (1) of these courses.

*from a FNCE611: Corporate Finance syllabus...*

Investment and financing decisions are at the heart of corporate finance. A firm's financial manager, on one hand, is confronted with the universe of investment opportunities. She has to decide which real assets to purchase and projects to undertake, and which ones to forgo. On the other hand, she has to decide how to fund such investments, whether to raise cash from lenders or from shareholders, and what the best mix of debt and equity financing is. The goal of this introductory course is to provide students with the necessary skills to make such investment and financing decisions.

\*\*Students who are more comfortable with the subject matter because of previous academic or professional experience are encouraged to take the course with Professor Van Binsbergen. Students who are new to finance, less familiar with the institutional environment, or generally less comfortable with the subject matter are encouraged to take the course with Professor Roberts. This division is solely for the purpose of improving the in-class experience by encouraging everyone to engage in the classroom discussion. The subject matter, materials, and exams for all 611 sections will be identical to ensure that all students regardless of their instructor receive the same training.\*\*

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## FINANCE: MACROECONOMICS

|   |        |                |
|---|--------|----------------|
| FNCE 613: Macroeconomics and the Global Economy | 1.0 CU | Fall or Spring |
| FNCE 615: Introduction to Macroeconomics        | 0.5 CU | Q4: Spring     |

### **Requirement: Complete one (1) of these courses.**

*from a FNCE613: Macroeconomics syllabus...*

FNCE613 is a course in macroeconomic analysis and policy in the context of globally integrated economies. Its purpose is to train students to think systematically about the current state of the economy and macroeconomic policy, and to be able to evaluate the economic environment within which business and financial decisions are made. The course emphasizes the use of economic theory to understand the workings of financial markets and the operation and impact of government policies.



## ACCOUNTING

|   |        |                |
|---|--------|----------------|
| ACCT 611: Financial Accounting                | 1.0 CU | Fall           |
| ACCT 612: Accelerated Financial Accounting    | 0.5 CU | Q1: Fall       |
| ACCT 613: Financial and Managerial Accounting | 1.0 CU | Fall or Spring |

### **Requirement: Complete one (1) of these courses.**

*from an ACCT611 syllabus...*

The course begins with an overview of the procedures necessary to prepare and understand the balance sheet, income statement and statement of cash flows. The remainder of the course examines the accounting for the most common and significant transactions of a firm...

*from an ACCT613 syllabus...*

...the course also introduces elements of managerial accounting and emphasizes the development and use of accounting information for internal decisions.

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## MANAGEMENT

|   |        |                |
|---|--------|----------------|
| MGMT 611: Managing the Established Enterprise | 1.0 CU | Fall or Spring |
| MGMT 612: Managing the Emerging Enterprise    | 1.0 CU | Fall or Spring |

### **Requirement: Complete one (1) of these courses.**

*from a MGMT611 syllabus...*

A general manager needs to understand the internal workings of a firm, how to assess and create a strategy, and how to take into account increasing globalization... this course will provide you with an integrated view of these challenges and show you that successful management in the 21st century requires a combination of insights drawn from economics, sociology, psychology and political economy.

*from a MGMT612 syllabus...*

This course deals with central issues in the field of management as illustrated through the context of emerging enterprises and small businesses as they grow over time. We focus the attention on the human capital, strategic, and international opportunities and challenges confronting emerging enterprises

## MARKETING

|   |        |                     |
|---|--------|---------------------|
| MKTG 612: Dynamic Marketing Strategy      | 0.5 CU | Fall and Spring     |
| MKTG 613: Strategic Marketing Simulations | 0.5 CU | Winter break and Q3 |

### **Requirement: Complete at least one (1) of these courses.**

*from a MKTG612 syllabus...*

We will focus specifically on issues such as the selection of which businesses and segments to compete in, how to allocate resources across businesses, segments, and elements of the marketing mix, as well as other significant strategic issues facing today's managers in a dynamic competitive environment.

*from a MKTG613 syllabus...*

This simulation, SABRE, will occupy a significant part of our time and activity in the course. You will be assigned to a SABRE team where each team will be charged with managing a firm in an unfamiliar new market where in each "SABRE period" you will make a wide range of decisions including what new products to bring out, when, and how to market them.

## OPERATIONS

|                                  |        |               |
|----------------------------------|--------|---------------|
| OPIM 612: Business Analytics     | 0.5 CU | Spring        |
| OPIM 613: Information Technology | 0.5 CU | Spring        |
| OPIM 614: Innovation             | 0.5 CU | Fall & Spring |
| OPIM 615: Operations Strategy    | 0.5 CU | Fall & Spring |

**Requirement: Complete at least one (1) of these courses.**

*From their syllabi...*

**OPIM 612** is a course on the use of decision models for business analytics. Its main topics include constrained optimization and decision making under uncertainty...

[In **OPIM613**] we focus on problems caused by rapidly changing conditions in the competitive environment, most frequently caused by changes in information technologies, and on the rapid development of competitive strategies to respond to those changes.

## OPERATIONS

|                                  |        |               |
|----------------------------------|--------|---------------|
| OPIM 612: Business Analytics     | 0.5 CU | Spring        |
| OPIM 613: Information Technology | 0.5 CU | Spring        |
| OPIM 614: Innovation             | 0.5 CU | Fall & Spring |
| OPIM 615: Operations Strategy    | 0.5 CU | Fall & Spring |

**Requirement: Complete at least one (1) of these courses.**

*From their syllabi...*

[**OPIM614**] is built around the concept of an innovation tournament. An innovation tournament is a structured process in which a group of people participate in generating and evaluating ideas.

Operations strategy [**OPIM615**] is about organizing people and resources to gain a competitive advantage in the delivery of products (both goods and services) to customers.

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## LEGAL STUDIES & BUSINESS ETHICS

|   |        |               |
|---|--------|---------------|
| LGST 611: Responsibility in Global Management | 0.5 CU | Fall & Spring |
| LGST 612: Responsibility in Business          | 0.5 CU | Fall & Spring |

**Requirement: You must complete at least one (1) of these courses.**

*from a LGST611 syllabus...*

[LGST611] examines difficult ethical conflicts and dilemmas that arise in a global business context. It is designed to reveal common patterns of success and failure in dealing with ethical decisions in business. Its objective is to help students anticipate issues they will confront in their business careers and to develop skills to think more clearly how such issues can and should be resolved.

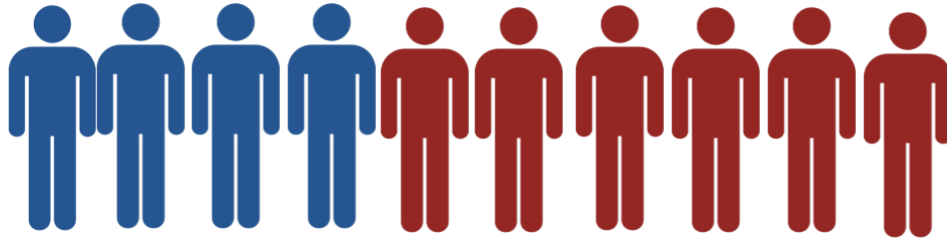
*from a LGST612 syllabus...*

[LGST612] will be broadly useful to students preparing for any managerial position that is likely to place them in the role of an advisor and agent representing and owing duties to third parties such as employers, clients, suppliers, and customers. The focus of the course will be on developing skills in ethical and legal analyses that can assist managers as they make individual-level and firm-level decisions...

# Sample Schedule: Students not waiving any courses

|  | Fall   |   | Spring                             |   |
|--|--|---|------------------------------------|---|
| August   | Quarter 1  | Quarter 2                                     | Quarter 3                          | Quarter 4                               |
| <b>MGMT610</b><br>Foundations of Teamwork and Leadership | <b>MKTG611</b><br>Marketing Management                               | <b>OPIM611</b><br>Quality and Productivity    | FNCE611 (1 cu) or FNCE 614 (.5 cu) |   |
|  | <b>MGEC611</b><br>Microeconomics for Managers                        | <b>MGEC612</b><br>Microeconomics for Managers | FNCE613 (1 cu) or FNCE 615 (.5 cu) |   |
|  | <b>STAT613</b><br>Regression Analysis for Business                   |   | <b>OPIM6XX</b>                     | <b>MKTG612 or 613</b>                   |
|  | WHCP 611/620*<br>Management Comm/<br>Writing Requirement<br>(.25 cu) |   | <b>LGST611 or 612</b>              | <b>WHCP 612 or WHCP 615</b><br>(.25 cu) |
|  | <b>ACCT611 or ACCT 613</b>   |   | <b>ELECTIVE</b>                    |   |
|  | <b>MGMT611 or MGMT 612</b>   |   |                                    |   |
|  |  |   |                                    |   |

# If you waived a core course...



Approximately 40% of first year students do not waive any courses.

If you are placed into accelerated course or waived 0.5 cu



No need to pick up an elective

If you waived 1 cu or more



Add from the flexible core

Add non-Wharton course

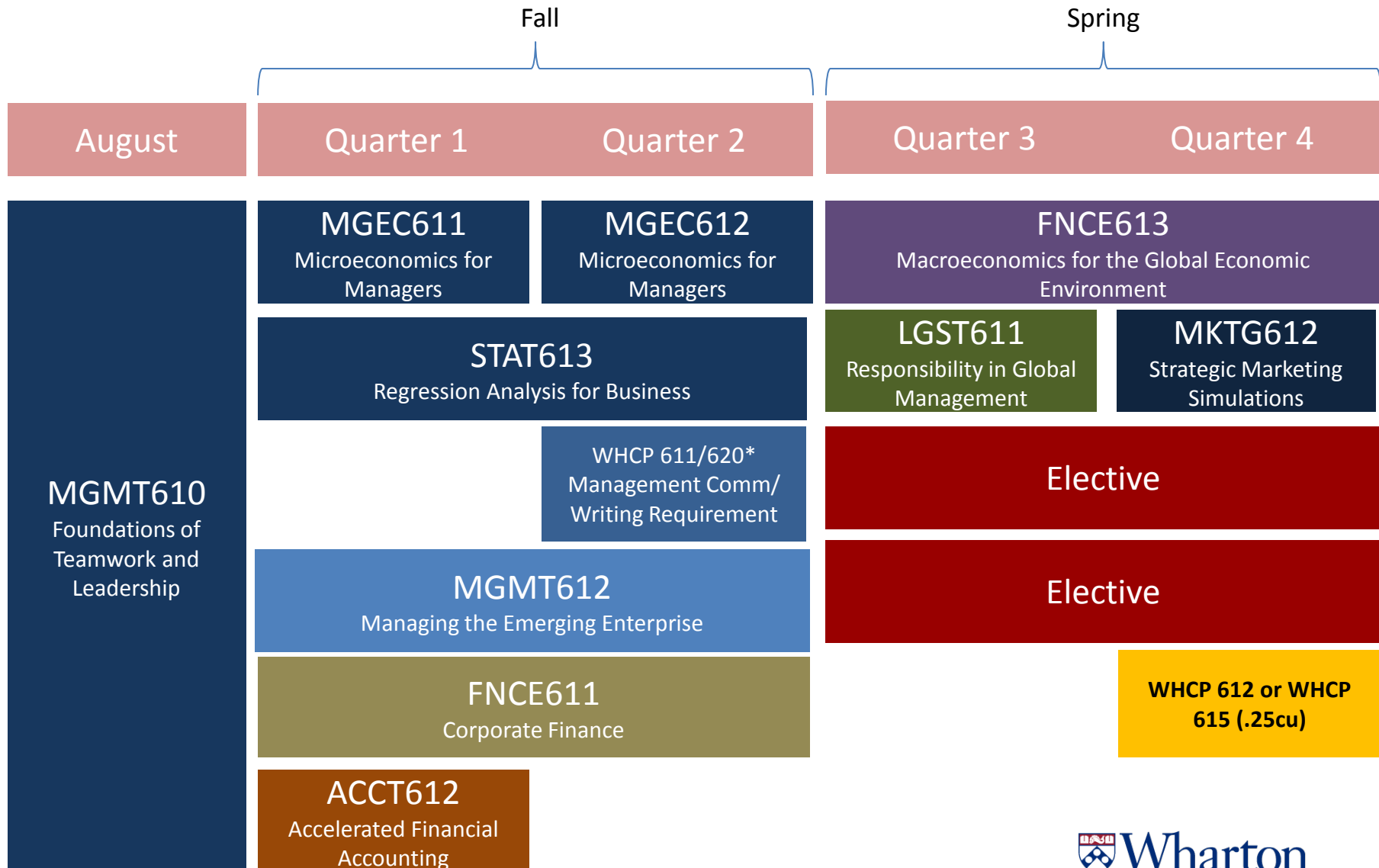
Add electives relevant to your major



# Sample Schedule: Students taking two accelerated courses

|  | Fall   |   | Spring  |                       |
|--|--|---|---|-----------------------|
| August   | Quarter 1  | Quarter 2   | Quarter 3   | Quarter 4             |
| <b>MGMT610</b><br>Foundations of Teamwork and Leadership | <b>MKTG611</b><br>Marketing Management             | <b>OPIM611</b><br>Quality and Productivity                                  | <b>MGMT611 or MGMT 612</b><br>Managing the Established or Emerging Enterprise                   |                       |
|  | <b>MGEC611</b><br>Microeconomics for Managers      | <b>MGEC612</b><br>Microeconomics for Managers                               | <b>FNCE613 (1 cu) or FNCE 615 (.5 cu)</b><br>Macroeconomics for the Global Economic Environment |                       |
|  | <b>STAT613</b><br>Regression Analysis for Business |   | <b>OPIM6XX</b>  | <b>LGST611 or 612</b> |
|  |  | <b>WHCP 611/620*</b><br>Management Comm/<br>Writing Requirement<br>(.25 cu) | <b>ELECTIVE</b>   |                       |
|  | <b>ACCT612</b><br>Accelerated Financial Accounting | <b>MKTG612</b>  | <b>WHCP 612 or WHCP 615</b><br>(.25 cu)   | <b>ELECTIVE</b>       |
|  | <b>FNCE612</b><br>Accelerated Corporate Finance    |   |   |                       |

# Sample Schedule for Student waiving up to 1.5 cu



# Sample Schedule for Students Waiving 2+ cu

|  | Fall  |   | Spring   |  |                                     |
|--|---|---|--|--|-------------------------------------|
| August   | Quarter 1   | Quarter 2                                     | Quarter 3  | Quarter 4                                    |                                     |
| <b>MGMT610</b><br>Foundations of Teamwork and Leadership | <b>MKTG611</b><br>Marketing Management  | <b>OPIM614</b><br>Innovation                  | <b>LGST611</b><br>Responsibility in Global Management                | <b>MKTG612</b><br>Dynamic Marketing Strategy |                                     |
|  | <b>MGEC611</b><br>Microeconomics for Managers                                 | <b>MGEC612</b><br>Microeconomics for Managers | Elective   |  |                                     |
|  | <b>STAT613</b><br>Regression Analysis for Business                            |   | Elective   |  |                                     |
|  | <b>MGMT611 or MGMT 612</b><br>Managing the Established or Emerging Enterprise |   | <b>FNCE613</b><br>Macroeconomics for the Global Economic Environment |  |                                     |
|  | WHCP 611/620*<br>Management Comm/<br>Writing Requirement<br>(.25 cu)          | Elective                                      |  |  | <b>WHCP 612 or WHCP 615 (.25cu)</b> |
|  | Elective  |   |  |  |                                     |

# MAJORS & ELECTIVES

MBA Curriculum

Wharton MBA » Class of 2017

# resource guide:

[www.wharton.upenn.edu/mbaresource/](http://www.wharton.upenn.edu/mbaresource/)

Explore Options;  
Plan Your MBA  
Academic Program



# When do I choose a major?

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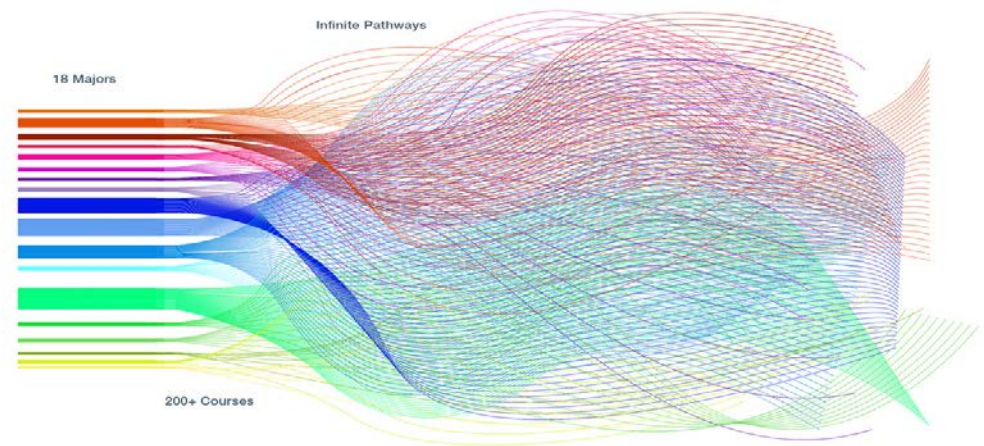
- You have already chosen a major! Whatever major you indicated on your application is now showing on your transcript.
- Your major can be changed at any time by emailing your academic advisor or [mbaprogram@wharton.upenn.edu](mailto:mbaprogram@wharton.upenn.edu).

\*\*International Students – before changing your major, check with ISSS to ensure it will not affect your immigration documentation.

- Most students decide upon their major in their second year.
- In the spring of your second year, you will be asked to confirm your major(s) and the MBA Program Office will complete an audit of your transcript to ensure you have met your requirements.

# 18 Majors

- Accounting
- Actuarial Science
- Business Economics and Public Policy
- Environmental and Risk Management
- Finance
- Health Care Management\*
- Insurance and Risk Management
- Information: Strategy and Economics
- Management
- Entrepreneurial Management
- Multinational Management
- Organizational Effectiveness
- Strategic Management
- Marketing
- Marketing and Operations (Joint Major)
- Operations and Information Management
- Real Estate
- Statistics



\*requires admission directly into program

# Major Requirements

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- Most majors require 5 credit units, with often 1 credit unit coming from core classes.
- Some majors allow pass/fail classes toward the requirements.
- Each major has a designated advisor, often a faculty member, listed in the Resource Guide and on SPIKE.
- Courses outside of the approved list can count towards the major, contingent on the advisor's approval.
- It is possible to double major but only 2 credit units may be counted from one major to another.
- A few examples ...



*PLEASE NOTE: Before scheduling classes, check with the Finance Departments to determine the availability of the courses you have selected for the upcoming semester or visit the Finance Department website at: <<http://finance.wharton.upenn.edu>>.*

The Finance major provides students with the analytic and theoretical tools required to master practical issues in Finance, with applications to financial management in business firms, financial institutions, government, and not-for-profit entities. While some attention is given to the descriptive, institutional, and historical aspects of the field, primary emphasis is placed on the analytical foundations of the discipline, emphasizing theory and methods of analysis and making extensive use of relevant techniques of economic analysis, mathematics, and statistics.

Graduates have begun their professional careers with positions in financial departments of non-financial firms, investment banks, broker-dealers, and management consulting firms, as well as various departments of commercial banks and other financial institutions, not-for-profit entities, central banks, and international financial organizations.

### Requirements for the Major

The Finance major requires FNCE 611 and FNCE 613 plus four credit units of elective upper-level Finance courses. FNCE 612, an accelerated version of FNCE 611, earning .5 cu course units, may be substituted for FNCE 611, so that if you take FNCE 612 and FNCE 613, the major still requires only four credit units of upper-level coursework in Finance. If you waive one or both of FNCE 611 and FNCE 613, you will be required to take an additional upper-level Finance course for a total of five upper-level Finance credit units.

**Please note that if you decide to take one of the half-semester introductory courses (FNCE 614 or 615), you will be foregoing the option of becoming a Finance major, unless you later take the full-semester version of the course.** These half-semester courses do not count in any way toward meeting the requirements for a Finance major.

### In addition, note:

- a) No more than one credit unit may be a specially-arranged Independent Study Project (ISP, FNCE 899) **OR** a Finance Department-approved Global Modular course. You may combine half-credit units from any two of these two kinds of courses, but the maximum from this group that can be counted toward the major requirement must not exceed one credit unit. Please note that ISPs in Finance are intended to give students the opportunity to study a particular topic in Finance in greater depth than is covered in the curriculum. The application for an ISP should outline a plan of study that requires at least as much work as a typical course in the Finance Department that meets twice a week, requires substantial reading, and may include exams, case studies,

problem sets, and/or short papers. Applications for FNCE 899 courses for 1 cu will not be accepted after the end of the third week of the semester.

- b) Courses offered in other departments cannot be counted towards the Finance major unless they have been cross-listed with the Finance Department and have been assigned a Finance Department course number. You may not count any Finance course taken in a study abroad program toward your requirements for the Finance major.
- c) When you choose to take a Finance course pass/fail, it cannot be counted toward the requirements for a Finance major.
- d) The Finance Department believes that in the dynamic environment in which you will be working, you will be best served by broad exposure to a wide range of courses in Finance. For this reason, the Finance Department will not offer tracks in Finance; we will reject proposals for Individualized Majors that suggest you have specialized in some particular field in Finance. This would rule out titles that include such terms such as "finance," "financing," "investment," "investing," "funding," "buy-outs," "mergers & acquisitions," "private equity," or "valuation," etc. The Department does not want the official transcript to imply that we offer specializations in Finance. If you wish to signal to prospective employers the depth or intensity of your interest in some subject within Finance, we suggest that you highlight on your resumé the key courses you have taken or, better still, provide a brief narrative to show how the courses you have selected give you special expertise.

We regret that the Finance Department is not able to offer every course listed below in every semester. Thus please check the Finance Department website to verify each semester's course offerings as well as the professors who will teach those courses.

**MBA Advisor:** Richard Herring (telephone: 215.898.5613; email: [herring@wharton.upenn.edu](mailto:herring@wharton.upenn.edu)).

### COURSE DESCRIPTIONS

#### FNCE 611

##### Corporate Finance

Description: See Core Section.

#### FNCE 612 (.5 cu)

##### Accelerated Corporate Finance

Description: See Core Section.

#### FNCE 613

##### Macroeconomics and the Global Economic Environment

Description: See Core Section.

#### FNCE 614 (.5 cu)

##### Corporate Finance

Description: See Core Section.

#### FNCE 615 (.5 cu)

##### Macroeconomics and the Global Economic Environment

Description: See Core Section.

#### FNCE 717

##### Financial Derivatives

Description: The purpose of this course is to provide the student with the necessary skills to value and to employ options, futures, and related financial contracts. In order to provide a useful treatment of these topics in an environment that is changing rather rapidly, it is necessary to stress the fundamentals and to explore the topics at a technical level. The topics that will be covered include the valuation of futures contracts on stock indices, on commodities and Treasury instruments; the valuation of options, empirical evidence, strategies with respect to these assets, dynamic asset allocation strategies, or what portfolio insurance is an example, swaps, and the use (and misuse) of derivatives in the context of corporate applications. One-third of the course will be devoted to futures, a third to options, and a third to their applications. Many of the applications will be sprinkled along with the coverage of futures and options.

Prerequisites: FNCE 611 or FNCE 612; STAT 613; FNCE 613 may be taken concurrently.

#### FNCE 719

##### International Financial Markets

Description: FNCE 719 is a course on international financial markets and exchange rates. Topics include pricing in the foreign currency and Eurocurrency markets, use of forward exchange for hedging, short-term returns and market efficiency in the international money markets, foreign currency options, international capital asset pricing, pricing of foreign currency bonds, currency swaps, Eurocurrency syndicated loans, foreign currency financing and exposure management.

Prerequisites: FNCE 611 or FNCE 612; FNCE 613 may be taken concurrently.

#### FNCE 720

##### Investment Management

Description: This course is designed to acquaint the student with the concepts of portfolio analysis in the general area of institutional investment management. The course discusses principles for managing financial assets. These principles apply, for example, to managing corporate pension funds, bank-administered trusts, and other institutional funds. Students will learn how to establish appropriate investment objectives, develop optimal portfolio strategies, estimate risk-return tradeoffs, and evaluate investment performance. Many of the latest quantitative approaches are discussed.

Prerequisites: FNCE 611 or FNCE 612; FNCE 613; STAT 613.

#### FNCE/REAL 721

##### Real Estate Investment: Analysis and Financing

Description: This course provides an introduction to real estate with a focus on investment and financing issues. Project evaluation, financing strategies, investment decision making and real estate capital markets are covered. No prior knowledge of the industry is required, but students are expected to rapidly acquire a working knowledge of real estate markets. Classes are conducted in a standard lecture format with discussion required. The course contains cases that help students evaluate the impact of more complex financing and capital markets tools used in real estate. There are case studies and two mid-terms, (depending on instructor).

Format: Lecture with discussion required

Prerequisites: FNCE 611 or FNCE 612.

#### FNCE 725

##### Fixed Income Securities

Description: FNCE 725 is a rigorous study of fixed income securities, including default-free bonds, floating rate notes, and corporate bonds. Closely related financial instruments such as forwards and futures on fixed income securities, bond options, and interest rate swaps are also examined. In addition to analyzing specific types of fixed income securities, there will be an examination of the tools used in bond portfolio management.

Prerequisites: FNCE 611 or FNCE 612; FNCE 613; STAT 613.

#### FNCE 726

##### Advanced Corporate Finance

Description: The objective of this course is to study the major decision-making areas of managerial finance and some selected topics in financial theory. The course reviews the theory and empirical evidence related to the investment and financing policies of the firm and attempts to develop decision-making ability in these areas. This course serves as an extension of FNCE 611. Some areas of financial management not covered in FNCE 611 are covered in FNCE 726. These may include leasing, mergers and acquisitions, corporate reorganizations, financial planning, and working capital management, and some other selected topics. Other areas that are covered in FNCE 611 are covered more in depth and more rigorously in FNCE 726. These include investment decision making under uncertainty, cost of capital, capital structure, pricing of selected financial instruments and corporate liabilities, and dividend policy.

Prerequisites: FNCE 611 or FNCE 612; FNCE 613.

#### FNCE 728

##### Corporate Valuation

Description: The focus of this course is on the valuation of companies. Topics discussed include discounted cash flow techniques and valuation using alternative valuation techniques such as price multiples. Emphasis is on developing the required

# Management

*PLEASE NOTE: Before scheduling classes, check with the departments to determine the availability of courses for the upcoming semester or visit the Management website at: <http://mgmt.wharton.upenn.edu/>.*

The Management major develops students' knowledge and expertise to manage complex, established enterprises or guide start-up enterprises in their formative years. The department encompasses strategic and entrepreneurial management, as well as the management of people and organizations across national and cultural borders. It offers a general major in Management, as well as focused majors in Entrepreneurial Management, Organizational Effectiveness, Multinational Management, and Strategic Management. Majors in Entrepreneurial Management, Strategic Management, and Multinational Management can count some courses outside the department toward their major requirements. The general Management major provides the flexibility of choosing courses across different areas of interest within the department.

## Majors are available in the following fields:

- Entrepreneurial Management
- Management
- Multinational Management
- Organizational Effectiveness
- Strategic Management

Please note that only one Pass/Fail credit unit may be used to fulfill the requirements of any management major.

## ENTREPRENEURIAL MANAGEMENT

The Entrepreneurial Management major provides MBA students with skills, analytical tools, perspectives, and experiences that prepare them for careers as autonomous entrepreneurs, family-business entrepreneurs, or entrepreneurs in corporate settings. Whether a student wants to start a business while in school, join an emerging business, or set the groundwork to launch a new firm later in his or her career, the program aims to provide preparation for all of these exciting options. Entrepreneurial skills and thinking are actively sought by more competitive and profitable growing businesses. The special strength of this program is that it combines theory with practice, providing students the opportunity to test the theories, models, and strategies learned in the classroom by creating real business plans, working on other field projects, and gaining access and insight from leaders in the entrepreneurial business community.

## Requirements for the Major

The major consists of a total of five credit units, one of which is a part of the Management Core.

- a) **One credit unit (1 cu) of the Management Core** (any combination of Management core courses up to a maximum of 1 cu)
- b) **MGMT 801: Entrepreneurship (.5 cu)** is required for all major and cannot be waived or substituted. Students are recommended (but not required) to take this foundational course before the elective courses listed in section 'c'
- c) **Three and a half credit units (3.5 cu) of the following:**
- |           |  |
|-----------|--|
| FNCE 750  | Venture Capital and the Finance of Innovation                        |
| HCMG 866  | eHealth: Business Models and Impact                                  |
| HCMG 867  | Health Care Entrepreneurship (.5 cu)                                 |
| LGST 813  | Legal Aspects of Entrepreneurship                                    |
| MGMT 731  | Technology Strategy (.5 cu)  |
| MGMT 766  | Family Enterprise Management   |
| MGMT 802  | Change, Innovation and Entrepreneurship (.5 cu)                      |
| MGMT 804  | Venture Capital and Entrepreneurial Management (.5 cu)               |
| MGMT 806* | Formation and Implementation of Entrepreneurial Ventures             |
| MGMT 809  | Private Equity in Emerging Markets (.5 cu)                           |
| MGMT 810* | Societal Wealth Venturing  |
| MGMT 811  | Entrepreneurship through Acquisition (.5 cu)                         |
| MGMT 816  | Building Human Assets in Entrepreneurial Ventures (.5 cu)            |
| MGMT 833  | Strategies and Practices of Family-Controlled Companies              |
| MGMT 893  | Advanced Study Project in Entrepreneurial Management (.5 cu or 1 cu) |
| MGMT 899  | Independent Study in Entrepreneurial Management (.5 cu or 1 cu)      |
| MKTG 781  | Entrepreneurial Marketing (.5 cu)                                    |
| MKTG 890  | Global Consulting Practicum (only 1 cu count toward the major)       |
| OPIM 614  | Managing the Productive Core of the Firm: Innovation (.5 cu)         |
| OPIM 651  | Innovation, Problem Solving, and Design (.5 cu)                      |
| OPIM 654  | Product Design and Development (.5 cu)                               |
| OPIM 662  | Enabling Technologies  |
| REAL 891  | Real Estate Entrepreneurship (.5 cu)                                 |

\*MGMT 806 and MGMT 810 apply a common theoretical framework to businesses with differing value propositions and therefore students should not plan their course of study to include both of these courses.

- d) **Optional: a maximum of one credit unit (1 cu) of the following courses may be substituted for 1 cu of elective courses listed under (c) above:**
- |           |   |
|-----------|---|
| FNCE 751  | Finance of Buyouts and Acquisitions             |
| MGMT 691/ | Negotiations                                    |
| OPIM 691/ |   |
| LGST 806  |   |
| MGMT 721  | Corporate Development: Mergers and Acquisitions |
| MGMT 773  | Managing Organizational Change                  |
| MKTG 721  | New Product Management (.5 cu)                  |
| MKTG 724  | Advertising Management (.5 cu)                  |
| MKTG 712  | Marketing Research                              |
| MKTG 777  | Marketing Strategy                              |

**MBA Advisor:** Ms. Nellie Gaynor (telephone: 215.898.1901; email: nelliegb@wharton.upenn.edu)

## MANAGEMENT

This major allows a student to flexibly choose among the full set of the department's offerings. As a consequence, students can mold a curriculum that spans issues of managing the internal processes of firms and considerations of strategic advantage—for both young and growing, as well as established organizations. Students will have the opportunity to develop a background that will make them well suited to general management and leadership positions in firms and to serve these firms in advisory roles with leading consulting firms. This major cannot be taken in conjunction with one of the other majors offered by the department.

## Requirements for the Major

The major consists of five credit units. **Only one credit unit of pass/fail coursework can be counted toward the major.**

- a) Up to one credit unit (1 cu) may come from the Management Core (MGMT 610/611/612).
- b) The remaining four credit units can be fulfilled by any of the department's electives.

**MBA Advisor:** Adrian Tschogl (telephone: 215.898.1149; email: tschoegl@wharton.upenn.edu)

## MULTINATIONAL MANAGEMENT

The purpose of the multinational management major is to prepare MBAs for managerial, financial and consulting positions in which a sophisticated understanding of the multinational firm, the international competitive environment, and the cross-national political and social aspects of business is required.

The major consists of courses on multinational management

\*Only 1 cu of Advanced Study Project including Global Modular Courses may count towards the Goergen Entrepreneurial Management elective requirements stated in (d) above and must have approval from the department.

ment complemented by functional electives in the areas of finance, marketing, accounting, legal studies, public policy, real estate or healthcare management.

## Requirements for the Major

The major consists of 4.5 credit units beyond the required curriculum (i.e., MGMT 611/612). **Only one credit unit of pass/fail coursework can be counted toward the major.**

- a) **Required course (Between .5 cu and 1 cu)**
- |          |  |
|----------|--|
| MGMT 611 | Managing the Established Enterprise or |
| MGMT 612 | Managing the Emerging Enterprise       |
- b) **At least 1.5 cu of Multinational Management electives (If neither MGMT 871 nor 875 are offered, an international functional course—see (c)—may be substituted with approval of the advisor.)**
- |          |   |
|----------|---|
| MGMT 715 | Political Environment of the Multinational Firm (.5 cu) |
| or       |   |
| MGMT 720 | Corporate Diplomacy                                     |
| MGMT 871 | Multinational Business Policy                           |
| MGMT 875 | International Comparative Management                    |
| MGMT 894 | ASP for Multinational Management                        |
- c) **Remaining credit units from any other international courses in Management, Finance, Marketing, OPIM, BEPP, Health Care or Legal Studies and Business Ethics.** New course offerings, changes in offerings and changes in content make it impossible to provide a firm list of approved courses but the following is a list of courses that have typically been approved for the Multinational Management major:
- |          |   |
|----------|---|
| MGMT 736 | Inside Indian Business                              |
| MGMT 788 | Governance and Management of Chinese Firms          |
| MGMT 809 | Private Equity in Emerging Markets (.5 cu)          |
| ACCT 730 | International Accounting and Financial Reporting    |
| BEPP 788 | International Industrial Development Strategies     |
| BEPP 789 | Nations, Politics, and Markets                      |
| BEPP 798 | Privatization: An International Perspective         |
| FNCE 731 | International Corporate Finance                     |
| FNCE 732 | International Banking                               |
| HCMG 859 | Comparative Health Care Systems                     |
| HCMG 868 | Private Sector Development in Global Health (.5 cu) |
| HCMG 890 | Health Care Innovation in India                     |
| LGST 802 | Global Corporate Law and Management                 |
| LGST 820 | International Ethics                                |
| LGST 830 | Social Impact and Responsibility                    |
| OPIM 673 | Global Supply Chain Management (.5 cu)              |
| REAL 821 | Real Estate Development                             |
| REAL 890 | International Real Estate Comparisons (.5 cu)       |

# Double Major

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## FINANCE (6 cu)

- FNCE 611: Corporate Finance (1 cu)
- FNCE 613: Macroeconomics(1 cu)
- FNCE 726: Advanced Corporate Finance (1 cu)
- **FNCE 750: Venture Capital and the Finance of Innovation (1 cu)**
- **FNCE 751: Finance of Buyouts and Acquisitions (1 cu)**
- FNCE 720: Investment Management (1 cu)

## ENTREPRENEURIAL MANAGEMENT (5 cu)

- MGMT 612: Managing the Emerging Enterprise (1 cu)
- MGMT 801: Entrepreneurship (.5 cu)
- MGMT 806: Formation and Implementation of Entrepreneurial Ventures (1 cu)
- MGMT 804: Venture Capital and Entrepreneurial Management (.5 cu)
- **FNCE 750: Venture Capital and the Finance of Innovation (1 cu)**
- **FNCE 751: Finance of Buyouts and Acquisitions (1 cu)**

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## COURSE MATERIALS

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**Search Courses**

Course Evaluation Data

Departmental Resources

Course Registration

### SEARCH

**Search Filters**

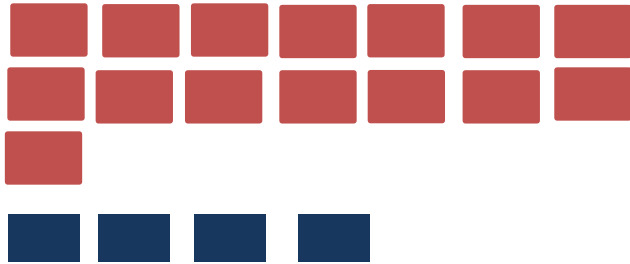
Fall - 2014 | All Depts | 500 + | All Instructors | All Days | Any Time | Sort

**Search Results - Fall 2014**

Displaying 1 - 50 of 382 courses [ << 1 2 3 4 5 6 7 8 >> ]

| General Section Information |                      |                      |     |        |      |  |          | University Evaluations |                    |
|-----------------------------|----------------------|----------------------|-----|--------|------|--|----------|------------------------|--------------------|
| Section                     | Title                | Instructor           | Max | Status | CU   | Meeting  | Location | Course Quality         | Instructor Quality |
| <a href="#">ACCT604001</a>  | ACCT REVIEW COURSE   | Hail, Luzi           | 150 | O      | 0.00 | 07/30/2014 - 08/01/2014 (S) WRF 1:00PM - 4:00PM  | TBA      | -na-                   | -na-               |
| <a href="#">ACCT608001</a>  | FIN ACCT WAIVER PREP | Lambert, Richard     | 200 | O      | 0.00 | 07/30/2014 - 08/01/2014 (S) WRF 1:00PM - 4:00PM  | TBA      | -na-                   | -na-               |
| <a href="#">ACCT611001</a>  | FINANCIAL ACCOUNTING | Armstrong, Chris     | 78  | O      | 1.00 | 08/27/2014 - 12/04/2014 (S) MW 9:00AM - 10:30AM  | JMHH 365 | 2.82                   | 2.93               |
| <a href="#">ACCT611002</a>  | FINANCIAL ACCOUNTING | Armstrong, Chris     | 78  | O      | 1.00 | 08/27/2014 - 12/04/2014 (S) MW 10:30AM - 12:00PM | JMHH 365 | 2.82                   | 2.93               |
| <a href="#">ACCT611003</a>  | FINANCIAL ACCOUNTING | Armstrong, Chris     | 78  | O      | 1.00 | 08/27/2014 - 12/04/2014 (S) MW 12:00PM - 1:30PM  | JMHH 365 | 2.82                   | 2.93               |
| <a href="#">ACCT612001</a>  | ACCELERATED FIN ACCT | Verrecchia, Robert E | 70  | O      | 0.50 | 08/27/2014 - 10/08/2014 (S) MW 9:00AM - 10:30AM  | JMHH 245 | -na-                   | -na-               |
| <a href="#">ACCT612003</a>  | ACCELERATED FIN ACCT | Verrecchia, Robert E | 70  | O      | 0.50 | 08/27/2014 - 10/08/2014 (S) MW 10:30AM - 12:00PM | JMHH 245 | -na-                   | -na-               |
| <a href="#">ACCT612005</a>  | ACCELERATED FIN ACCT | Verrecchia, Robert E | 70  | O      | 0.50 | 08/27/2014 - 10/08/2014 (S) MW 12:00PM - 1:30PM  | JMHH 245 | -na-                   | -na-               |
| <a href="#">ACCT613001</a>  | FIN AND MNGL ACCT    | Guay, Wayne          | 78  | O      | 1.00 | 08/27/2014 - 12/04/2014 (S) TR 9:00AM - 10:30AM  | JMHH 245 | 3.03                   | 3.45               |
| <a href="#">ACCT613003</a>  | FIN AND MNGL ACCT    | Guay, Wayne          | 78  | O      | 1.00 | 08/27/2014 - 12/04/2014 (S) TR 10:30AM - 12:00PM | JMHH 245 | 3.03                   | 3.45               |
| <a href="#">ACCT613005</a>  | FIN AND MNGL ACCT    | Guay, Wayne          | 78  | O      | 1.00 | 08/27/2014 - 12/04/2014 (S) TR 3:00PM - 4:30PM   | JMHH 240 | 3.03                   | 3.45               |
| <a href="#">ACCT613007</a>  | FIN AND MNGL ACCT    | Hail, Luzi           | 78  | O      | 1.00 | 08/27/2014 - 12/04/2014 (S) MW 9:00AM - 10:30AM  | JMHH 260 | 2.30                   | 2.53               |
| <a href="#">ACCT613009</a>  | FIN AND MNGL ACCT    | Hail, Luzi           | 78  | O      | 1.00 | 08/27/2014 - 12/04/2014 (S) MW 10:30AM - 12:00PM | JMHH 260 | 2.30                   | 2.53               |

# Electives



MBA = 15CUs must be from Wharton

## 4 to 6 CU's - Wharton electives or graduate level Penn courses

- ❖ Annenberg School for Communication; Graduate School of Education; Law School; School of Arts and Science; School of Design; School of Engineering and Applied Science; School of Social Policy and Practice
- ❖ Advanced or Business Language Courses
- ❖ Courses from international exchange programs



## 2 CU's –Surplus Credits

- ❖ Beginning and Intermediate Language Courses
- ❖ Courses from International exchange program
- ❖ Undergraduate level Penn courses

## How do I register for courses?



# ACADEMIC CALENDAR

Fall 2015

# Academic Calendar

|                                |
|--------------------------------|
| Home                           |
| The Curriculum                 |
| Academic Performance           |
| Calendars                      |
| Course Match                   |
| Forms                          |
| Publications                   |
| Wharton Leadership Program     |
| Authors@Wharton Speaker Series |
| International Opportunities    |
| Awards                         |
| Student Life                   |
| 2401 Walnut                    |
| Conferences & Event Planning   |
| Wharton Graduate Association   |
| Wharton Leadership Lectures    |
| Financial Aid                  |
| Services                       |
| Policies                       |
| Where to Find Help             |
| Helpful Links                  |
| About the MBA Program Office   |

## QUICK LINKS

- [Pre-term 2015](#)
- [Curricular Practical Training](#)
- [Summer 2015 Courses](#)
- [Spring 2015 Speaking Courses](#)
- [Class of 2015: Diplomas](#)
- [Semester In San Francisco Info Session](#)
- [Course Match & Drop/Add](#)
  - [Drop/Add User Manual](#)
- [Academic Advisor Appt. Scheduler](#)
- [Student Life Advisor Appt. Scheduler](#)
- [MBA Program Attendance Policy](#)
- [Weekly Emails](#)
- [MBA Resource Guide](#)
- [International Exchange Info Session: February 12, 2015](#)

## CALENDARS

- [Academic Calendars](#)
- [Exam Calendars](#)
- [SPIKE Calendar](#)
- [Penn 3-Year Calendar](#)



Pre-Term  
Registration &  
Online Waiver  
Module **ACCESS »**

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# September 2015

## FALL 2015

|               |   |
|---------------|---|
| <b>AUGUST</b> |   |
|               |   |
| Wed, Aug 26   | First day of Q1 and Fall Semester courses |

|                  |   |
|------------------|---|
| <b>SEPTEMBER</b> |   |
|                  |   |
|                  | Last day to drop, without penalty, Q1 or full semester courses at capacity*   |
|                  | Last day to add Q1 or Full Semester courses†  |
| Tues, Sept. 1    | Deadline to submit <a href="#">Registration Authorization Requests</a> for Non-MBA student enrollment in Q1 and full semester courses § |
| Mon, Sept. 7     | Labor Day - Classes do not meet   |
| Mon, Sep 14      | Last day to change grading status on Q1 or Full Semester courses (e.g., add or remove pass/fail option)                                 |
| Mon, Sep 21      | Final day to drop Q1 courses♦   |



# October 2015

| OCTOBER            |   |
|--------------------|---|
|                    |   |
|                    | Last day for Q1 Core courses  |
| Wed, Oct 7         | Core courses operate on a Monday schedule<br>Wednesday only Core classes do not meet<br>Monday only Core classes meet |
| Thurs, Oct 8       | Reading Day for Core Exams - Core classes do not meet   |
| Thurs-Fri, Oct 8-9 | Fall Break - Elective classes do not meet   |
| Fri-Fri, Oct 9-16  | Core Exams - See Exam Schedule for exact dates & times<br>Core classes do not meet                                    |
| Thurs, Oct 15      | Last day for Q1 Elective courses  |
| Mon, Oct 19        | First day of Q2 Elective & Core courses   |
|                    | Final day to drop Full Semester courses♦  |
|                    | Last day to drop, without penalty, Q2 courses at capacity*  |
| Thurs, Oct 22      | Last day to add Q2 courses‡   |
|                    | Deadline to submit <a href="#">Registration Authorization Requests</a> for Non-MBA student enrollment in Q2 courses § |

# Fall 2015 core exam schedule – subject to change

## FALL 2015 CORE COURSE EXAM SCHEDULE\* (SUBJECT TO CHANGE)

|         |       |                    |                 |
|---------|-------|--------------------|-----------------|
| Aug 24  | Mon   | MGMT610            | 10:00am-12:00pm |
| Sept 16 | Wed   | ACCT612 (mid-term) | 06:00pm-08:00pm |
| Sept 17 | Thurs | FNCE612 (mid-term) | 06:00pm-08:00pm |
| Oct 9   | Fri   | MKTG611            | 09:00AM-01:00pm |
| Oct 12  | Mon   | ACCT611 (mid-term) | 06:00pm-08:00pm |
|         |       | ACCT612            | 06:00pm-08:00pm |
|         |       | ACCT613 (mid-term) | 06:00pm-08:00pm |
| Oct 13  | Tues  | FNCE611 (mid-term) | 06:00pm-08:00pm |
|         |       | FNCE612            | 06:00pm-08:00pm |
| Oct 14  | Wed   | STAT613 (mid-term) | 06:00pm-08:00pm |
|         |       | STAT621            | 06:00pm-08:00pm |
| Oct 15  | Thurs | MGEC611            | 06:00pm-08:00pm |
| Oct 16  | Fri   | OPIM615            | 09:00am-11:00am |
| Dec 11  | Fri   | FNCE611            | 09:00am-11:00am |
| Dec 14  | Mon   | OPIM611            | 09:00am-11:00am |
| Dec 15  | Tue   | MGEC612            | 09:00am-11:00am |
| Dec 16  | Wed   | ACCT611            | 03:00pm-05:00pm |
|         |       | ACCT613            | 03:00pm-05:00pm |
| Dec 17  | Thurs | MKTG612            | 06:00pm-08:00pm |
| Dec 18  | Fri   | STAT613            | 09:00am-11:00am |

# Potential Conflicts with Academic Schedules

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# Additional Resources

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- [Weingarten Learning Resources Center](#)
  - Academic skills support
  - Workshops, Appointments, Walk-ins
  - Student Disabilities Services
- [English Language Programs](#)
  - Tutoring and evening courses
- [Counseling and Psychological Services \(CAPS\)](#)
  - Individual and group counseling
  - Crisis Intervention
  - Workshops
- [Marks Family Writing Center](#)
  - Writing feedback



# Pre-Term Office Hours

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**“Office Hours”** - hour long sessions of twenty-students or less during which the conversation focuses almost exclusively on Course Match. Office Hours are run by an academic advisor. Students are required to register for Office Hours as space is limited. To register, visit [spike.wharton.upenn.edu/mbaprogram/apps/events/](http://spike.wharton.upenn.edu/mbaprogram/apps/events/)

## Thursday, August 13 @ 2401

9:00am - 10:00am  
10:00am - 11:00am  
11:00am - 12:00pm  
01:00pm - 02:00pm  
02:00pm - 03:00pm  
03:00pm - 04:00pm  
04:00pm - 05:00pm

## Friday, August 14 @ JMHH

9:00am - 10:00am  
10:00am - 11:00am  
11:00am - 12:00pm  
01:00pm - 02:00pm  
02:00pm - 03:00pm  
03:00pm - 04:00pm  
04:00pm - 05:00pm

## Saturday, August 15 @ 2401

10:00am - 11:00am  
11:00am - 12:00pm  
01:00pm - 02:00pm  
02:00pm - 03:00pm  
03:00pm - 04:00pm

## Sunday, August 16 @ 2401

10:00am - 11:00am  
11:00am - 12:00pm  
01:00pm - 02:00pm  
02:00pm - 03:00pm  
03:00pm - 04:00pm

## Monday, August 18 @ JMHH

09:00am - 10:00am



**QUESTIONS?**

**MBAPROGRAM@WHARTON.UPENN.EDU**