LET’S GET STARTED.
WHARTON MBA CLASS OF 2018
WELCOME TO WHARTON!

I am thrilled to welcome you, Class of 2018, as you prepare for your journey at the Wharton School. Two years of extraordinary opportunities lie ahead.

My advice? Set some goals, make some plans, but leave time to explore unanticipated pathways. Be self-aware and self-reflective. Who am I? Where do I want to go? Be thoughtful about the choices you make. Our opportunities are infinite; your time is finite.

Everyone knows Wharton is “the finance school,” with good reason. But we are so much more as well. Make your own list, but here are some pathways to consider.

Analytics. Rigorous and relevant data analysis is Wharton’s DNA. At a time when leaders must bring a blizzard of information into actionable focus, analytics fuels better data-driven decisions. Get involved in our great Customer Analytics and People Analytics initiatives, including their flagship conferences. Check out analytics courses in the departments and majors you are interested in.

Entrepreneurship and Innovation. If you’re thinking about entrepreneurship, developing your idea or getting ready to launch a venture, Wharton Entrepreneurship offers the support you need. Explore the vast mentorship and venture development resources we offer. Start your venture as a student and be ready to scale it as an alum. Innovation is the key to productivity and growth, and Wharton entrepreneurs make it happen from Warby Parker to Google.

Leadership. I think of leadership as the collection of traits that allow you to help people and organizations realize their full potential to make a positive difference. At Wharton, you can develop, understand and refine your own leadership style. Your predecessors have climbed Kilimanjaro and explored Patagonia, transformed nonprofits by serving on their boards, and helped rebuild, literally, West Philadelphia. At Wharton, our leadership ethos is self-reflective learning-by-doing. What will you do?

Our community pulsates with aspiration and inspiration, driven by boundless energy and immense talent. That is what drew you to us. But Wharton is also a very human community, built on caring for and empowering each other. Wharton is not just a business school; it is a family. And you will contribute to and benefit from the Wharton family for the rest of your lives.

I cannot wait to see what you discover and achieve at Wharton, and how you harness what you learn here to change the world when you leave. Jump in with both feet!

Sincerely,

GEORGE P. GARRETT
Dean and Reliance Professor of Management and Private Enterprise
Professor of Management
The Wharton School
WELCOME TO THE CLASS OF 2018 —
Your immersion into our community begins in earnest on August 8, the first day of Pre-Term. This will be the beginning of an exciting educational journey that will transform you in ways you cannot yet predict.

Pre-Term will prepare you for the many challenges you will face at Wharton — returning to school, transitioning to Philadelphia or adjusting to the U.S., and balancing the demands of academics, career preparation, and co-curricular pursuits. It is designed to allow you time to get settled into the community while providing an essential academic foundation for your Wharton education.

Though most of you have already had a good glimpse of the Wharton community, your first full exposure to its dynamism, vitality, and almost breathless pace will be memorable. When our students and alumni reflect on their Wharton experience, Pre-Term is among their fondest memories.

All of us in the MBA Program are delighted to welcome you to this new phase in your life. Take the time now (for you may have less of it once you get here!) to read through the materials enclosed. Pay particular attention to the “take action” items. Get to know Pre-Term and its curriculum, the resources available for you to lean on, and ready yourself for the full richness of the MBA student experience at Wharton.

Preparing now will make your first few weeks and months considerably more enjoyable. My staff and I look forward to welcoming you at the Welcome Reception on August 8.

PRE-TERM

Key Start Dates:
AUGUST 8, 2016
Pre-Term Begins
AUGUST 5 & 8, 2016
Waiver and Placement Exams
AUGUST 2-4, 2016
Waiver Prep Courses (ACCT 604, ACCT 608, FNCE 604, STAT 608)

INTRODUCE
As a student at the Wharton School of the University of Pennsylvania, you will be faced with a myriad of chances to delve deeper into preexisting interests or expand your horizons. Also, you have at your disposal a comprehensive support system geared toward helping students like you make the most of your experiences. Pre-Term functions in part as a primer for these opportunities.

ACCLIMATE
Whether it’s been weeks or years since you last set foot in a classroom, adjusting to the rigors of learning in the Wharton MBA environment poses a unique set of challenges. Certain elements of Pre-Term are tailored to assist in smoothly managing this transition.

CREATE COMMUNITY
The proud traditions of the Wharton School are given life by the dynamism of its students. You have the opportunity to make a unique imprint upon the School measured in part by the relationships you form and the community of which you are a part. Pre-Term is the time to begin forging those relationships while deepening your appreciation for your remarkable set of peers and the traditions that help define the Wharton experience.

YOUR SUCCESS AT WHARTON and that of your colleagues is established in part upon the foundations laid at Pre-Term; as such your attendance is required. Pre-Term formally begins with an introduction to your Cluster, and a Welcome Ceremony and Reception on Monday afternoon, August 8, 2016. It continues through Monday, August 29 and includes your first official class at Wharton.

To formally take your place as a member of the Wharton Class of 2018, register online for Pre-Term by July 6, 2016 at https://mba-inside.wharton.upenn.edu. To register, you will need your PennKey and Wharton Computing Account; see page 33 for instructions.

HOWIE KAUFOLD
Vice Dean, MBA Program

Yours.sincerely,
HOWIE KAUFOLD
Vice Dean, MBA Program

The Wharton student body identified three core values that personify the Wharton experience. As a student, you will be immersed in these values. You will learn and practice leadership in classes and extracurricular activities, with executive coaching available to help. You will discover a community of exceptional, yet down-to-earth students who are passionate about Wharton. And you will see integrity in others’ ethical conduct and in their efforts to develop their authentic selves, so that they can find success both professionally and personally.

LEADERSHIP: Making a difference in our school and society
INTEGRITY: Acting with fairness and authenticity
COMMUNITY: Upholding individual humility and collective pride
**Structure of Pre-Term**

**Pre-Term is a required** and indispensable element of your Wharton MBA career — you are expected to be present for the duration of this experience. Please note that Pre-Term differs from the traditional Fall and Spring term class schedules in that there are events on Fridays and the weekends. Students interested in participating in the waiver/placement prep courses and taking waiver exams should note that these take place before Pre-Term. Waiver prep courses take place on August 2nd, 3rd, and 4th and waiver exams will be held on August 5th and 8th.

**Plan Ahead**

As with the rest of your Wharton MBA experience, you will find that during Pre-Term, you will accomplish more if you plan ahead. Carefully review this booklet and subsequent communications relating to Pre-Term, paying specific attention to the CHECKLIST on page 40 and other items that call for you to "take action." Completing those items before you arrive will allow more time to get the most out of Pre-Term.

**Know the Rules**

Whatford’s "Concert Rules," Exam Policy and Ethics Code apply during Pre-Term. Both the Ethics Code and Examination Policy are printed in their entirety in the "MBA Resource Guide," which accompanies this publication and can be found online on the MBA Program website below:

https://mba-inside.wharton.upenn.edu

**Schedule of Pre-Term**

**Before Pre-Term:**
- **August 2 - August 4, 2016**
  - Waiver and Placement Prep Classes
- **August 5 & August 8, 2016**
  - Waiver and Placement Exams

**Pre-Term:**
- **August 8 - August 12, 2016**
  - Academics, Career Management, Student Life and Leadership Introductions
  - Ethics @ Wharton
  - Community Building
  - Cluster Suppers
- **August 13 - August 14, 2016**
  - Wharton Olympics, Pub and Philadelphia Tour
- **August 15 - August 17, 2016**
  - Leadership Retreat
  - Big Idea
- **August 18 - August 25, 2016**
  - MGMT 610 class
- **August 29, 2016**
  - MGMT 610 Final Exam

**The Wharton Class of 2018** will form a dynamic and unique community forged in the contextual traditions of Wharton. One of the goals of Pre-Term is to introduce the School’s traditions and expectations in a way that enriches your understanding of the remarkable community of leaders you are joining and engages you as one of this prestigious community’s newest members. At the same time, Pre-Term provides the platform upon which you will develop your “personal brand” while bonding with new classmates and building your own sense of community and school pride. The following Pre-Term events begin to introduce the existing Wharton community.

**Diversity and Inclusion**

As the world grows more complex, solutions to its problems are more likely to be found where there is a deeper understanding of its great diversity. To best prepare our MBA students to lead in diverse environments, gain knowledge about global cultures, and develop ideas, mutual respect across lines of difference must be freely shared and incorporated into our community. Wharton thrives on an open exchange of ideas and strives to create places—physical and intellectual—throughout the entire School that encourage shared learning experiences.

Pre-Term is the start of your two-year journey to gain varied experiences in working with others while learning about yourself in how to navigate the complex world you will help shape. You will have opportunities to share with your new classmates and begin these important conversations around difference. Additional programming and dialogue around diversity and inclusion will be presented throughout the academic year to support our Wharton community in valuing and respecting the uniqueness of every member.

**Convocation**

Convocation **Monday, August 29**

This ceremony, led by the Dean, senior-level administration and faculty of the Wharton School, is the official start of the Fall semester. It is here at Convocation that you and your classmates first experience the beauty of our Ivy traditions.
Pre-Term includes many opportunities to interact casually with your peers while getting to know Philadelphia, the place you will call home for the next two years:

**SMALL GROUP DINNERS**

You will be randomly grouped with 4-5 of your classmates to enjoy dinner in one of Philadelphia’s renowned restaurants. This is a great way to meet new people and learn about the city.

**PUB AUGUST 13**

MBA Pub is a time-honored tradition at Wharton, featuring themed celebrations and events highlighting the talent, skill and diversity of Wharton MBA students. It is a chance to relax with your classmates after a busy week. Pre-Term includes a taste of the pub experience.

**WHARTON OLYMPICS AUGUST 13**

This casual take on the summer games is a great chance to have fun while meeting your new classmates and tapping into your competitive spirit.
CAREER

THE MBA CAREER MANAGEMENT OFFICE SUPPORTS AND COACHES STUDENTS

• CAREER MANAGEMENT SKILLS
• REFINING CAREER ASPIRATIONS
• DEVELOPING RELATIONSHIPS WITH EMPLOYERS AROUND THE GLOBE
• MARKETING WHARTON STUDENTS, THEIR SKILLS AND THE WHARTON BRAND TO COMPANIES

ONCE YOU ARRIVE on campus, MBA Career Management (MBACM) works with you to assess your job search skills, define your career goals, and develop a personalized framework for your job search process.

EXPLORE THE CAREER MANAGEMENT RESOURCES
Through the MBACM website you will gain easy access to databases and educational information designed to provide critical content for the job search process including:

CAREERLEADER Self-Assessment test designed specifically for MBAs

MBACM PRE-TERM
During Pre-Term and into September, MBA Career Management will help you assess your career interests and objectives, provide education about key industries and functions, and work with you to begin developing your job search strategy. Throughout August, you will meet with MBA Career Management to:

CONDUCT SELF-ASSESSMENT and begin identifying your career aspirations by completing CareerLeader and discussing your results

LEARN ABOUT KEY RESOURCES and support MBA Career Management provides during your MBA experience

UNDERSTAND HOW MBA CAREER MANAGEMENT will partner with you to create a personalized job search strategy based upon your ambitions, unique skill set, and experiences

RESEARCH RESOURCES Robust set of research tools to help you begin exploring industries and companies

RESUME DEVELOPMENT TOOLS Templates and tutorials to help you get your resume ready for a MBA-level job search

NOTE: Before Pre-Term ends you will have the opportunity to meet with a Career Advisor one-on-one to begin discussing your career interests and recruiting goals

MBACM PRE-TERM DISCUSS YOUR CAREER INTERESTS LEARN ABOUT KEY RESOURCES

LEADERSHIP

THE McNULTY LEADERSHIP PROGRAM offers a unique and varied set of programming aimed at enhancing the personal leadership skills in all of us. Through the process of action, reflection, experimentation and application, we aim to develop leaders whose impact is wide-reaching. We offer a range of Community-Wide Programs such as the Learning Team Retreat and MGMT 610: The Foundations of Teamwork and Leadership. Open-Enrollment Programs like the Executive Coaching and Feedback Program, Leadership Ventures, PS Discussion Groups and the Authors@Wharton Speaker Series and Fellowships such as Leadership Fellows, Lipman Family Prize Fellows, Nonprofit Board Fellows, and Venture Fellows.

You will learn more about the McNulty Leadership Program during our Information Sessions hosted in Pre-Term, where you will have a chance to meet our fantastic team of leadership development professionals and spend time 1-on-1 talking about specific programs.

Information regarding program registration will be available on our website (http://leadership.wharton.upenn.edu).

LEADERSHIP PRE-TERM
LEARNING TEAM RETREAT & THE BIG IDEA: AUGUST 15TH, 16TH AND 17TH
Teamwork is one of our core leadership competencies. During your time at Wharton, you will participate in as many as 20 teams, including first year Learning Teams, elective course teams, club and conference roles, student government, and co-curricular programs and fellowships. As your first team at Wharton, the Learning Team serves as a model experience for team formation and effective teamwork. The Learning Team is a laboratory meant to hone your teamwork skills, providing you with the opportunity to practice different leadership styles and skills that promote collaborative learning and development through group projects across the Fixed Core curriculum.

NOTE: Before Pre-Term ends you will have the opportunity to meet with a Career Advisor one-on-one to begin discussing your career interests and recruiting goals

Learning teams are immediately called upon to act and collaborate at the Retreat, building the foundation for their working relationships.

Learning teams are meant to be a laboratory in which to examine the behaviors that contribute to successful team dynamics.

Through a variety of activities, learning teams form bonds that will help members work together more effectively.
Pre-term

11

wharton mba class of 2018

Over the course of one-and-a-half days (August 15th and 16th), you will be introduced to your Learning Team at the Learning Team Retreat, where you’ll begin the process of team formation. In addition to getting to know each other, Learning Teams also work together to articulate their values and begin to create a vision, norms, and goals for how your team will work together during the Fall Semester. You will learn about the process of team formation first-hand through this experience, and gain tools you can apply in your next team setting. Immediately following the Retreat, Learning Teams move into the Big Idea (August 16th and 17th), where you will work together as a team to develop a unique, innovative solution to a complex problem through participation in an Innovation Tournament. The focus of the Big Idea is on creativity and innovation in teams, and the processes successful teams use to select, refine, and develop innovative ideas. The Learning Teams with the top idea from each Cohort have the opportunity to present their solution to the entire MBA class as well as a panel of experts, who then select the winning Big Idea. Attendance and participation during all 3 days (August 15th-17th) is a required part of the MBA program.

Leadership Fellows

Each Learning Team is assigned a second-year Leadership Fellow, who facilitates and guides the Learning Teams through the Retreat, the Big Idea and MGMT 610: Foundations of Teamwork and Leadership. Leadership Fellows mentor, and support you while also serving as team process consultants for your Learning Team. Additionally, your Leadership Fellow will work with you on an individual basis to coach you on personal leadership development throughout your first year at Wharton.

Academics

At Wharton we prioritize academic engagement. Not only do we expect you to be engaged, you should also expect your classmates to be engaged. What is the goal behind this? To engender a classroom experience most conducive for learning. Our faculty, which includes more than 225 of the world’s leading experts in 10 academic disciplines and countless subspecialties, will bring their knowledge to the classroom. Try not to learn from faculty only, try to learn as much as possible from your classmates, as they are a diverse group of students with a rich body of knowledge that can help to maximize your education. You will come across several dimensions of academic engagement during your coursework at Wharton. These include attendance and participation policies, concert rules, examination policies, all designed to deliver the best possible learning outcome. We will review these with you in mandatory sessions during Pre-Term. Also, at Wharton we celebrate outstanding academic performance in many ways, such as the Director’s List, First-Year Honors, Graduation with Honors, Palmer Scholars, and several fellowships rewarding academic engagement.

Leadership Fellows

Developed by Wharton professors Christian Terwiesch and Karl Ulrich, is a multi-round structure designed to find, refine, and promote the most innovative ideas to a defined problem.

LEADERSHIP FELLOWS

LEADERSHIP FELLOWS are 2nd-year MBA students who are selected and trained to mentor, support, and facilitate the Learning Team and to be your first leadership development resource.

http://leadership.wharton.upenn.edu
MATH FOR BUSINESS

As the core curriculum includes several quantitative courses, math proficiency is crucial to your success. We have worked with the Wharton faculty to tailor those courses to design a refresher course, Math for Business, that reviews the key mathematical concepts. The course is delivered online through our Canvas platform and taught by Prof. Richard Waterman. Within 10 modules, you will be introduced to modeling linear and non-linear relationships; undergo a review of the key functions such as linear, log, exponential, and power; learn about differential calculus and the use of derivatives in making business decisions; and complete an overview of probability and statistics, among other quantitative subjects. The course also incorporates examples showing how these subjects are then used in the actual core courses.

You can study the subjects at your own pace and review the video material as you see fit. We feel that it is important to offer Math for Business to you to supplement your preparation. Again, this is a refresher course — it should not be viewed as a substitute for basic undergraduates' background before coming to Wharton, e.g. by taking a calculus course at a local college or online.

Math for Business will also prepare you for an exam to be taken at the end of courses. This is a diagnostic exam and it is mandatory for all entering MBA students. Beginning in May, students will have access to an online exam that may be taken any time prior to August 1. We will give you feedback about your exam performance, and you will also be able to see your performance rank within the student body. Students that score below the passing threshold will be contacted by the MBA program office about additional requirements and steps to improve their math proficiency.

FINANCIAL ACCOUNTING

YOUR CHOICE OF pre-term courses in accounting is directly linked to the manner in which you will complete the financial accounting core requirement, which reflects students’ very diverse backgrounds in the subject.

FINANCIAL ACCOUNTING – BASIC COURSE (ACCT 603)
The on-line summer course ACCT 603 prepares students for ACCT 611 or 613. ACCT 603 is intended for students who will be taking the full semester ACCT 611 or 613 course, but who do not have the knowledge of a prior accounting course. ACCT 603 consists of on-line video lectures, self-study homework assignments, and a self-assessment exam. Students must complete ACCT 603 and pass the self-assessment exam prior to taking ACCT 611 or 613. It should take approximately five hours and we encourage you to complete it before your Pre-Term arrival. Your ACCT 603 participation will be reported to the ACCT 611 and 613 instructors. Please note that ACCT 611 is only offered in the fall semester whereas ACCT 613 is offered in both the fall and spring semesters.

FINANCIAL ACCOUNTING – WAIVER PREP COURSE (ACCT 608)
Those with the equivalent of two courses in financial accounting may have the knowledge to waive the accounting core completely by passing a waiver examination. The waiver prep course ACCT 608 is offered on campus in the week prior to Pre-Term and prepares students for the placement exam for ACCT 612. ACCT 612 covers the same material as ACCT 611, but in a half-semester. This course is intended for students who have the knowledge associated with the successful completion of one university level course in financial accounting, but lack the knowledge to waive the core requirement. A placement examination is given prior to Pre-Term to determine students’ eligibility for ACCT 612. ACCT 604 is not required for those who take ACCT 612 but it is a useful refresher as knowledge of the material is presumed by the instructor. Please note that ACCT 612 is only offered in the fall semester.
THE PREPARATION COURSE offered in finance is for those students aiming to place into the Accelerated Corporate Finance course, FNCE 612 or waive the Corporate Finance requirement entirely. In fact, because this course is appropriate for a select, smaller set of students, it is offered from August 2 through August 4, prior to the official start of Pre-Term.

REVIEW OF CORPORATE FINANCE (FNCE 604)
FNCE 604 is intended for those students wishing to take the finance placement exam to qualify for enrollment in the accelerated finance course, FNCE 612. The FNCE 612 course, along with FNCE 604, will fulfill the core and finance major requirement in corporate finance in a half semester instead of the usual full semester. Students with some prior knowledge of corporate finance, either by coursework or practical experience, or with strong analytical backgrounds should consider taking this course and the placement exam. Students who were a finance major in college may place directly into FNCE 612 by submitting an official transcript.

The FNCE 612 course will start where FNCE 604 ends. The approach will be analytical and rigorous and requires some familiarity with accounting, mathematical and statistical tools. The FNCE 604 course is intensive, moves at a fast pace given the expected prior knowledge of the students, and is not required for those planning to take FNCE 611 or FNCE 614. Last year, 20% of the class enrolled in FNCE 612 in the Fall Term.

NOTE: Corporate Finance can be taken either as a 1 cu course (FNCE 611) or as a .5 cu course (FNCE 614).

The ROADMAP for STATISTICS

THERE IS A PREPARATION course offered in Statistics for those students aiming to waive Regression Analysis for Business or place into the Accelerated Regression Analysis for Business STAT 621. Because this course is appropriate for a select, smaller set of students, it is offered from August 2 through August 4 to the official start of Pre-Term.

REVIEW OF REGRESSION ANALYSIS FOR BUSINESS (STAT 608)
STAT 608 is intended for those students wishing to take the statistics waiver and/or placement exam to qualify to waive the statistics requirement in its entirety or qualify for enrollment in the accelerated statistics course, STAT 621. The STAT 621 course will fulfill the core requirement in statistics in a half semester instead of the usual full semester. Only students with some prior knowledge of statistics, either by coursework or practical experience, or with strong analytical backgrounds should consider taking this course and the placement exam.
IF YOU HAVE EVER ATTENDED an orchestral performance or live theatrical show, you know there are a set of rules that concertgoers are expected to follow. These rules heighten one’s enjoyment of the show while exhibiting the proper respect for performers and fellow audience members. To foster an experience most conducive to learning, we follow a similar set of norms in the classroom. Adhering to these guidelines will help you get the most from each class while showing the proper degree of respect to professors and classmates.

DEFINITIONS
The Class of 2018 is structured in the following manner for the purpose of academic instruction:

LEARNING TEAM
Small, working groups of MBA students teamed for group assignments like the leadership simulation. There are no more than six students per learning team. Teams are balanced for gender, citizenship and work experience.

COHORT
Cohorts are comprised of approximately twelve learning teams. Classes that are part of the fixed core are taken in cohorts.

CLUSTERS
Three cohorts make a cluster. Clusters share the same academic and student life advisors. Many community building and social activities are structured at the cluster level.

ACADEMIC ADVICE
As you consider the many choices you face in planning your academic experience, know that we are ready and willing to help. The following tools are at your disposal before you arrive on campus:

ADVISING
Our helpful staff of academic advisors are available for phone and online advising throughout the summer. To get a head start on your planning and beat the rush in the fall, make your appointment by visiting the Academic Advisor Appointment Scheduler on the MBA Program Website.

SYLLABI.WHARTON
The Wharton school maintains a repository of course syllabi that students are encouraged to review. If you would like to learn more about the content covered in the Wharton classroom we encourage you to visit https://apps.wharton.upenn.edu/syllabi/index.cfm

YOUR COURSEWORK BEGINS IN MID-AUGUST:
MGMT 610 FOUNDATIONS OF TEAMWORK AND LEADERSHIP STARTS FRIDAY, AUGUST 19TH.

CONCERT RULES:
1. Class starts and ends on time. Students and faculty are expected to be prompt.
2. Students sit according to a seating chart.
3. Students remain in attendance for the duration of class, except in an emergency.
4. Students display name tents.
5. Electronic devices are turned off.

FOUNDATION OF TEAMWORK AND LEADERSHIP (MGMT 610)
Management 610 is the first core course in the MBA Program and it cannot be waived. The first week of the fall term is dedicated to this formative and foundational experience. This course focuses on developing students’ knowledge and skill set for teamwork and leadership. It 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 specifically to allow students to experience the core concepts they learn in this class. The simulation is based on both cutting-edge research evidence and specific business cases. In addition, the course will include debriefings, lectures, readings, class discussion and personal and group performance feedback. This course reflects the realities that informal leadership occurs in teams on an ongoing basis, that being a good team player is a part of leadership, and that many of one’s early experiences with leadership will occur while working in teams.

Attendance is mandatory for all five sessions of this class: Friday, August 19th, Monday August 22nd–Thursday, August 25th. The final exam will take place on Monday, August 29th.
THE FACULTY DESIGNED A CURRICULUM that you can tailor to your goals, needs and back-
grounds. Whether you come to Wharton with a
liberal arts education, an engineering background or
a business undergraduate degree, there are options
in the core curriculum that allow you to satisfy your
requirements in a way that will be interesting and
relevant to you. Similarly, if you want to go into
brand management, consulting, or a start-up, there
are different options for you to make the most of the core as it pertains
to your goals.

But this requires that you be ready to make decisions about what
courses are best for you and when you should take them. The next few
pages outline the structure of the core curriculum so you can start to
map out your choices. We also provide guidance on the MBA program
website, and the academic advisors in the MBA program office will
be ready to answer your questions. We know that embarking on this
journey is exciting, and perhaps daunting, and we are here to provide
the guidance you desire.

When we meet in August, I am excited to tell you about a new major
we will be offering, Business Analytics. Business Analytics is an interdis-
ciplinary major, designed to build deep competency in the skills needed
to implement and oversee data-driven business decisions, including
collecting, managing and describing datasets, forming inferences and
predictions from data and making optimal and robust decisions.

Once you have selected courses we will move on to Course Match
to implement your choices. Course Match is a system that applies
the latest academic theory to optimize each student’s schedule and will
be explained during Pre-Term. Basically, you tell us what course combi-
nations and sections you prefer, and Course Match will find your best
personalized course schedule given course availability. I look forward to
meeting you on August 8, and to discussing how to get the most out of
your academic experience at Wharton.

STEPHAN DIECKMANN
Deputy Vice Dean, Graduate Division
MBA Program Office

MBA CURRICULUM

19 DIFFERENT MAJORS:
200 + courses, Infinite Possibilities

19

TAKE YOUR PICK:
YOU ARE A PART OF AN EXCITING ERA IN THE WHARTON MBA PROGRAM.

AS YOUR CLASS EXPERIENCES the flexible curriculum, you will
have an unparalleled opportunity to not only learn from the best and
brightest minds in the world, but to tailor that experience to your own
goals and style of learning.

Understanding the options available to you is more important than
ever. This section describes the curriculum and the choices you need to
start considering now.

The Wharton MBA curriculum prepares you for future success through

A FLEXIBLE CORE that offers a breadth of knowledge in management
fundamentals, analytics and leadership

AN ELECTIVE CURRICULUM that provides depth and breadth across
traditional and non-traditional areas of management education

WAIVING REQUIRED COURSES
If you have sufficient background in a core subject, you should consider
waiving the related core course. The Waiver Questionnaire, which is
located on the MBA Program website, will guide you through a series
of questions aimed at helping you know whether you should waive each
course. Typically, substantial prior academic work is required to waive
a course. Other experience may not be sufficient as a credential, but
might give you the exposure necessary to waive by exam.

The waiver process is described in full in the Waiver Information
Guide on the MBA Program Website. Of course, you shouldn’t feel
pressured to waive any course. Last year about 53% of the class waived
no courses and the average student waived about 1.0 credit units.

We encourage you to make use of the waiver process. Waiving allows you
to find the right starting point and to customize the curriculum to your
pathway by taking more electives, making it easier to complete more
than one major.

Waiver by credentials submissions are due no later than July 11 and
all waiver exams take place before Pre-Term begins. Please see below for
these important deadlines:

ROUND 1: Credentials submitted by Monday, June 6 - results will be
returned by Monday, June 20

ROUND 2: Credentials submitted by Monday, July 11 - results will be
returned by Monday, July 25

Registration for waiver exams is due by Monday, August 1

ELECTIVE CURRICULUM

At Wharton, you can choose from more than 200 electives from 10
different departments. In addition, you can supplement your business
education with relevant courses from Penn’s 11 other graduate schools
and language curricula.

Elective courses can be used to increase the breadth of your
Wharton education or focus deeply into a particular course of study.
Each student is required to develop depth in some area through the
choice of a major. Majors typically consist of one credit unit of work
from the core curriculum and four credit units from electives. Refer
to the MBA Resource Guide for information about specific majors.

WAIVER AND PLACEMENT EXAM SCHEDULE 2016*
FRIDAY, AUGUST 5 AND MONDAY, AUGUST 8 (subject to change)

<table>
<thead>
<tr>
<th>Course ID</th>
<th>Course Title</th>
<th>Day</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 61/612</td>
<td>Accounting (Waiver and Placement Exams)</td>
<td>Friday</td>
<td>August 5</td>
</tr>
<tr>
<td>FNCE 61/612</td>
<td>Corporate Finance (Waiver and Placement Exams)</td>
<td>Friday</td>
<td>August 5</td>
</tr>
<tr>
<td>FNCE 653</td>
<td>Macroeconomics and the Global Economic Environment</td>
<td>Monday</td>
<td>August 8</td>
</tr>
<tr>
<td>MGEC 611</td>
<td>Microeconomics for Managers, Foundations</td>
<td>Monday</td>
<td>August 8</td>
</tr>
<tr>
<td>STAT 61/621</td>
<td>Regression Analysis for Managers</td>
<td>Friday</td>
<td>August 5</td>
</tr>
</tbody>
</table>

* Exam times to be announced during the summer.
**FIXED CORE COURSES:**

The fixed core consists of fundamentals and analytical courses that set the stage for your education. During the fall of your first year you are required to take the classes designated in red below:

<table>
<thead>
<tr>
<th>Curriculum Schedule</th>
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<tbody>
<tr>
<td>Pre-Term</td>
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<td>MGMT 610</td>
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<td>MKTG 611</td>
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<td>WHCP 611</td>
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The cohorted portion of the core curriculum occurs during the fall of the first year through the courses above. Unless a student waive(s) out of these courses, everyone takes these courses with their cohort in the fall. Your cohort bonds through the shared experience of the fixed core.

**FLEXIBLE CORE COURSES:**

The remainder of the required curriculum is filled with options. There are eight subjects in which you are required to choose one from a set of courses.

**Marketing**

- MKTG 612: Dynamic Marketing Strategy 0.5 CU
- MKTG 613: Strategic Marketing Simulations 0.5 CU

After taking the basic marketing course, MKTG 611, students will have a choice as to how best to learn introductory marketing strategy. Ever wonder how products diffuse through a market? How to optimally price products over their product life cycle? Should you be the pioneer in a market? This course teaches you firm-level decision making as product sales evolve over time. This choice between MKTG 612 and MKTG 613 is more about learning style and schedule than your goals or interests. MKTG 612 teaches marketing strategy via a lecture and case study method and is taught in a traditional twice-weekly fashion for six weeks. MKTG 613 covers the same topics but in a condensed simulation exercise. The course meets intensively over a week or consecutive weekends.

**Operations**

- OIDD 611: Quality and Productivity 0.5 CU
- OIDD 612: Business Analytics 0.5 CU
- OIDD 613: Information Technology 0.5 CU
- OIDD 614: Innovation 0.5 CU
- OIDD 615: Operations Strategy 0.5 CU

The Operations, Information and Decisions core requirement is comprised of two courses. At least one course in operations management, either OIDD 611 or OIDD 615, must be completed. OIDD 611 focuses “inside the firm” with an emphasis on maximizing process efficiency, quality and productivity. OIDD 615 focuses “outside the firm” with an emphasis on supply chains and business model design. OIDD 611 and OIDD 615 complement each other nicely and students would value taking both of them. Your choice of two courses from the set of five options will often depend on your background, interests and career objectives. And because the material in these classes is not overlapping, a student could complete more than two and even all five of them (e.g., if you intend to major in operations). OIDD 612 is about gathering, understanding and analyzing the enormous amount of data available to companies to make smarter, targeted and dynamic business decisions. OIDD 613 is for those with a technology interest, especially how information technology transforms companies and entire industries. OIDD 614 focuses on how to bring innovative ideas to market, and may be especially appropriate for those with entrepreneurial aspirations. Note, if you have experience in one of the areas it will not help you meet the requirement. Rather you should select the pair of courses that best expands your knowledge to complete your Operations requirement. Thus, none of the course in this requirement can be waived.

**Lauder Int’s or HCMG 641**

Lauder Int’s or HCMG 641 is for those with a business interest, especially how information technology transforms companies and entire industries. OIDD 614 focuses on how to bring innovative ideas to market, and may be especially appropriate for those with entrepreneurial aspirations. Note, if you have experience in one of the areas it will not help you meet the requirement. Rather you should select the pair of courses that best expands your knowledge to complete your Operations requirement. Thus, none of the course in this requirement can be waived.

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In the fall of Year 1, you’ll take the foundational speaking and writing components of the communication requirement: WHCP 611 (Management Communication) and WHCP 620 (the MBA Writing Requirement). You’ll then choose one additional speaking course that must be taken the spring of year 1. All of the spring courses focus on persuasion.

COMMUNICATION

WHCP 612: Advanced Persuasion: Convincing Business Audiences
0.25 CU
WHCP 612: Advanced Persuasion: Crisis Communication
0.25 CU
WHCP 612: Advanced Persuasion: Fundamentals for Prospective Entrepreneurs
0.25 CU
WHCP 615: Communication Challenges for Entrepreneurs: “Pitching your Business”
0.25 CU

FINANCE: CORPORATE FINANCE

FNCE 611: Corporate Finance**
1.0 CU
FNCE 612: Accelerated Corporate Finance*
0.5 CU
FNCE 614: Introduction to Corporate Finance
0.5 CU

If you have some background in finance, but not enough to waive the corporate finance requirement, or if you are particularly quick quantitatively, you should consider placing into FNCE 612 by credential or exam. Otherwise, you need to consider if you want an introduction to corporate finance or if you want to go a bit deeper into the field. Consider whether you see finance as part of your future. In particular, if you want to major in finance, you must take either FNCE 611 or FNCE 612. If you do not see yourself in this role and just want to know enough to earn your MBA, you can take FNCE 614, which is a 0.5 cu course. Be aware FNCE 614 does not count towards the Finance major. If you take FNCE 614 and later decide to major in Finance, you will need to take FNCE 611 (in addition to FNCE 613).

NOTE: A student cannot take both FNCE 614 and FNCE 615 to fulfill the FNCE requirement.

FINANCE: MACROECONOMICS

FNCE 613: Macroeconomics and the Global Economy**
1.0 CU
FNCE 615: Introduction to Macroeconomics
0.5 CU

As with corporate finance, you have an option to take a 0.5 cu or 1.0 cu version. If you want to be a finance major, you must take the 1.0 cu option, FNCE 613. If you think you will need or want to understand global macroeconomic events thoroughly and may even consider concentrating in international finance or development, the 1.0 cu version is appropriate for you. If you just want an introduction to this area, then you can take the 0.5 cu version, FNCE 615. Be aware FNCE 615 does not count towards the Finance major. If you take FNCE 615 and later decide to major in Finance, you will need to take FNCE 613 (in addition to FNCE 611 or 612).

ACCOUNTING

ACCT 611: Financial Accounting
1.0 CU
ACCT 612: Accelerated Financial Accounting*
0.5 CU
ACCT 613: Financial and Managerial Accounting
1.0 CU

Those with some background in financial accounting, but not enough to waive, are encouraged to try to place into ACCT 612 by credential or exam. This course frees up 0.5 cu from the core that you can use toward electives. If you do not waive out of the Accounting requirement and do not place into ACCT 612, then consider your interests. Are you hoping for a career with a financial emphasis? If so, then ACCT 611 is the best course for you. It goes deeper into the area of financial accounting, which is crucial for understanding financial statements. If your focus will be more internal to a firm, say entrepreneurial, consulting or corporate roles outside of finance, you might consider ACCT 613. This will give you knowledge about the rules behind financial statements, but also the ways to use accounting information for internal decision making. But do not fear making the wrong choice. All of the financial and managerial accounting electives can be taken regardless of which core accounting course you choose, allowing you to expand your knowledge of internal and external accounting practices.

MANAGEMENT

MGMT 611: Managing the Established Enterprise
1.0 CU
MGMT 612: Managing the Emerging Enterprise
1.0 CU

We expect all MBAs to be in the position of managing a firm, division or group of people with global competitors at some point in their careers. Knowing the fundamentals of strategy, how to manage people, and how to operate in a semi-globalized economy are crucial to your education. Thus, this requirement cannot be waived. However, you can choose whether you learn the principles around a traditional, established firm or in a more entrepreneurial, emergent environment. Your interests and goals should drive your choice. Either way, you will have the principles you need to succeed.

LEGAL STUDIES & BUSINESS ETHICS

LGST 611: Responsibility in Global Management
0.5 CU
LGST 612: Responsibility in Business
0.5 CU

Responsible business leadership entails respect for law and commitment to core ethical principles. You have two choices for fulfilling the required course in this content area. Both courses are directly relevant to anyone occupying a leadership role in business. First, you may explore these issues within the context of global business, examining ethical and legal responsibility primarily through the lens of large multinational firms. Alternatively, you may elect a course on ethical and legal responsibility for business leaders more generally, emphasizing reasonable decision making when conflicts arise between personal values and the demands of competitive markets, regardless of firm size or cultural context. Individual instructors vary the sequence and emphasis of topics in both courses depending on their expertise in commercial law and/or business ethics. Please consult online syllabuses for further reference. Note: this area requirement may not be waived.

In Summary:

Students will take the Fixed Core courses in the fall with their cohorts, but you will select the remainder of your schedule through Course Match. Choose the classes in which you are most interested! If you need more detailed course descriptions, visit the MBA Resource Guide on SPIKE at: https://mba-inside.wharton.upenn.edu

DUAL DEGREE PROGRAMS

In addition to an MBA, some students will complete a second degree from a graduate school at Penn or from a previously approved partner school outside of the University of Pennsylvania. Your path through Wharton may be slightly different than a single degree student with constraints on the number of credit units or specific electives you must take. If you have questions about this, please contact our dual degree advisor, Lisa Rudi, in the Program Academic Affairs Office at fraud@wharton.upenn.edu. Regardless of how many degrees you are planning, Wharton starts on August 8 for everyone, so plan to be in Philadelphia by then!

QUESTIONS?

The MBA Program Academic team is here to help! We have the following resources in place to help you not only make these choices, but to get settled and acclimate to the Wharton environment.

• Video or phone advising appointments
• Email to mbaprogram or an academic advisor
• In-person appointments for those in Philadelphia
• syllabs.wharton.upenn.edu

We will also be available during Pre-Term, but that’s a busy time for you, so we encourage you to think about these course choices before coming and take the time in Pre-Term to finalize decisions or clear up any unanswered questions.
WHAT WILL YOU CHOOSE?

FLEXIBLE CORE
The remainder of the required curriculum is filled with options. By topic — here are your choices shown with their fixed core anchors:

- STAT 613/621: Regression Analysis for Managers
- MKTG 611: Marketing Management
- MGEC 611/612: Microeconomics for Managers
- WHCP 611: Management Communication
- WHCP 620: Writing Requirement

FIXED CORE
The cohorted portion of the core curriculum occurs during the fall of the first year. Unless a student waives out of these courses, everyone takes the following courses with their cohort:

- MGMT 610: Teamwork and Leadership
- MKTG 611: Marketing Management
- STAT 613/621: Regression Analysis for Managers
- MGEC 611/612: Microeconomics for Managers
- WHCP 611: Management Communication
- WHCP 620: Writing Requirement

ACCOUNTING
- ACCT 613: Financial & Managerial Accounting (1 cu)

MARKETING
- MKTG 611: Marketing Management (.5 cu)
- MKTG 612: Dynamic Marketing Strategy (.5 cu)
- MKTG 613: Strategic Marketing Simulations (.5 cu)

OPERATIONS
- OIDD 611: Quality and Productivity (.5 cu)
- OIDD 614: Innovation (.5 cu)
- OIDD 615: Operations Strategy (.5 cu)
- OIDD 616: Information Technology (.5 cu)

COMMUNICATION
- WHCP 611: Management Communication (.25 cu)
- WHCP 615: Writing Requirement
- WHCP 612: Advanced Persuasive Speaking (.25 cu)
- WHCP 615: Contin. Challenges for Entrepreneurs (.25 cu)

FINANCE
- FNCE 611: Corporate Finance (1 cu)
- FNCE 613: Macroeconomics and the Global Economy (1 cu)
- FNCE 615: Introduction to Macroeconomics (.5 cu)

LEGAL STUDIES AND BUSINESS ETHICS
- LGST 611: Responsibility in Global Management (.5 cu)
- LGST 612: Responsibility in Business (.5 cu)

MANAGEMENT
- MGMT 610: Teamwork and Leadership (.5 cu)
- MGMT 611: Managing the Established Enterprise (1 cu)
- MGMT 612: Managing the Emerging Enterprise (1 cu)

FINANCE: CORPORATE FINANCE
- FNCE 612: Advanced Corporate Finance (.5 cu)
- FNCE 614: Introduction to Corporate Finance (5 cu)
- FNCE 616: Accelerated Corporate Finance (.5 cu)

ACCOUNTING
- ACCT 611: Financial Accounting (1 cu)
- ACCT 612: Accelerated Financial Accounting (.5 cu)

MACROECONOMICS
- FNCE 613: Macroeconomics and the Global Economy (1 cu)
- FNCE 615: Introduction to Macroeconomics (.5 cu)
- FNCE 612: Accelerated Corporate Finance (.5 cu)

LEGAL STUDIES AND BUSINESS ETHICS
- LGST 611: Responsibility in Global Management (.5 cu)
- LGST 612: Responsibility in Business (.5 cu)

* Requires passing an exam or having specified credentials to enroll.
** To be a finance major, students must take FNCE 613 (1 cu of Macroeconomics) and either FNCE 611 (1 cu of Corporate Finance) or FNCE 612 (.5 cu of Accelerated Corporate Finance).
*** Must be taken in spring of Year 1.
WHILE AT WHARTON, you’ll have the chance to build strong, meaningful relationships with the most talented pool of business school students in the world. These relationships are the key to getting the most out of your Wharton experience.

Your cluster, your cohort and your learning team will be some of your primary avenues to building relationships. But don’t let it end there — clubs and conferences will enable you to meet like-minded business people while volunteer work, social events and special events like the Follies will enable you to meet people with completely different backgrounds and interests.

At the end of the day, Wharton is about talented people building relationships with talented people — and the student life team is here to help make that happen.

We are Wharton.

DR. KEMBREL JONES
Deputy Vice Dean for Student Life

A RENEWED FOCUS ON COMMUNITY
We know how important it is for you to build a strong network while you’re here. So we’ve recently completely redesigned the student life program. This new structure will help you meet more of your classmates from day one.

Cluster suppers, Cluster Cup, and the Cluster Olympics are all part of this new structure. These are fun and relaxed environments where you can meet old and new friends alike over anything from dinner to a dance competition.

We’ll also assign you a Student Life Associate Director, who you’ll meet on the first day of pre-term. Think of them as your personal experience advisor. Along with a team of second year Student Life Fellows, they’ll help you build a strong sense of community so you can maximize your time here, and walk away from Wharton with amazing memories and robust links to one of the strongest networks in the world.

THE SPIRIT OF INVOLVEMENT
Wharton students embrace university life, and it’s easy to see why! There are countless clubs, conferences, and events that appeal to a wide range of interests — most of which are student run. Students can join any of these organizations, or can even start their own. By getting involved you too will have plenty of opportunities to make your mark and become an integral part of our community. Your engagement in Wharton’s culture and traditions will further enhance your sense of belonging.

Another great way to get involved is to share your ideas. Wharton maintains an environment of open dialogue — between students, faculty, and staff. By advising faculty and administration on some of the school’s most pressing issues, your ideas will take root at the institutional level and become a part of the fabric of a Wharton MBA. And faculty, in turn, will become more aware of your needs and interests as they make strategic decisions for the school.

One Wharton: Multiple Programs
When you first arrive at Jon M. Huntsman Hall in August, the only people in the hallways will be your fellow members of the MBA Class of 2018, except on Fridays and Saturdays when you will also meet both classes of the MBA for Executives Program. However, in September the scenery changes as we welcome back the MBA Class of 2017, the Wharton undergraduate students, and members of the greater University of Pennsylvania community. Wharton is different from many of our peer MBA programs because we also have an extraordinary undergraduate program. In addition, we have an MBA for Executives program targeted to students with executive level experience. The presence and prestige of the undergraduate program, in combination with both MBA programs, allow Wharton to attract the world-class faculty and resources that benefit all groups.

Your involvement in the community is important. All of us — faculty, administrators, alumni and students — are responsible for Wharton’s ongoing success. As a Wharton student, you are not simply paying tuition and earning a diploma. Rather, you are striving to maximize the value of the educational experience for you and your peers. You are committing to strengthening the value of the Wharton brand — throughout your two years and beyond. And the faculty and the administration of the Wharton School are committed to these same guiding principles.
TRADITIONS:
Below are the events which have stood the test of time and have earned their status as Wharton traditions.

Traditions:
Each year the landscape of student life changes as new students bring their own ideas for enriching the Wharton experience. Despite these changes, some aspects of student life at Wharton have stayed the same for many years. In a culture that values change and innovation, the following events have stood the test of time and have earned their status as Wharton traditions.

GIVING BACK
Team up with your cluster mates to rehabilitate homes in the Philadelphia community through Rebuilding Together.

The Wharton Winter Ball in December is a black tie charity event that raises funds for the Wharton International Volunteer Project.

A CHANCE TO SHINE
Watch your fellow students poke fun at themselves in this full-fledged musical production called the Wharton Follies. Better yet, be a part of the cast or crew!

Make new friends by creating a fantastic dance routine — then perform it for the school at Dance Studio!

THE SOCIAL WHIRL
After a tough week of classes, the MBA Pub serves as a gathering place nearly every Thursday evening throughout the school year.

Enjoy a hot meal and catch up with old and new friends at one of the monthly cluster suppers.

The Spring Gala in April is the perfect way to recognize the end of the year and say goodbye to the outgoing class.

PHILADELPHIA:
The city of Philadelphia is an integral part of your Wharton experience.

It is the city you will call home for the next two years. Whether it’s finding your favorite restaurant or exploring the historical streets of Old City, your memories of Wharton and Penn will forever be intertwined with your memories of life in Philadelphia. The following websites will give you information about living in the “City of Brotherly Love.”

GREATER PHILADELPHIA OFFICIAL VISITOR SITE
http://www.gophila.com

PHILADELPHIA INQUIRER AND PHILADELPHIA DAILY NEWS
http://www.philly.com

PHILADELPHIA MAGAZINE
http://www.phillymag.com

PHILADELPHIA FUN GUIDE
http://www.phillyfunguide.com

CITY OF PHILADELPHIA
http://www.phila.gov/residents

CENTER CITY DISTRICT
http://www.centercityphila.org

UNIVERSITY CITY DISTRICT
http://www.ucityphila.org

SCHOOL DISTRICT OF PHILADELPHIA
http://www.philasd.org

CENTER CITY SCHOOLS
http://www.centerschools.com
LEAD, FOLLOW, HAVE FUN: OPPORTUNITIES OUTSIDE THE CLASSROOM

WHARTON OFFERS PLENTY OF CHANCES for involvement outside of the classroom where you can choose to lead, follow, or just have fun. These activities are excellent opportunities to meet across the first and second year classes, thus enabling you to expand your Wharton network. Building relationships is part of your long-term success and Wharton offers a myriad of relationship-building opportunities. Check out http://wharton/eventsandtraditions for more events.

WHARTON GRADUATE ASSOCIATION

Dear Class of 2018. Welcome to Wharton! Let me be one of the very, very many to congratulate you on this important achievement. We are very excited to have you join us in August and get to know you over the next two years. Last year, I remember flipping through this very same introductory catalogue and thinking about the new opportunities and friends I was about to encounter. It was an exciting (and daunting) time, and I could not have anticipated by how much Wharton would exceed my expectations.

Unlike any other school, Wharton encourages you to take risks and challenge yourself. Whether it’s joining Dance Studio and performing on stage in front of hundreds of your cheering classmates or sharing your personal successes and failures with your P3 team, Wharton will stretch you in ways you couldn’t have imagined. I encourage you to introduce yourself to anyone and everyone and get involved in activities outside of your comfort zone (case in point: my chicken arms and I joined Boxing Club). The people and opportunities here are simply incredible. So get to know your classmates, get involved and speak to second years (we don’t bite, promise). Also, get used to using stretchexperiences and #mywharton constantly. And wearing onesies. Trust me.

So, you’re probably wondering who this random “President” writing to you is (hi there!) and whether this nebulous “WGA” organization is a Punzi scheme (no comment). Well, WGA, or the Wharton Graduate Association, is the student government on campus and an independent 501(c)(3) non-profit. We are entirely student run and oversee the more than 100 clubs and 20 professional and cultural conferences on campus. We also organize school-wide events and parties (such as the world-renowned White Party) and work to foster the strongest Wharton community possible. Along with a stellar Executive Board of Chris Griggs, Lavanya Srinivasan, and Michelle Claxton, I lead a group of 36 amazing second years who are passionate about making your experience the best it can be. The students at Wharton shape the culture, the WGA board merely facilitates it. Interested in having an impact? Consider joining Cluster Council or one of the literally hundreds of groups on campus. This is your opportunity to make Wharton yours – WGA is just here to help you do so.

With that, I encourage you to reflect ahead of Pre-Term and consider what it is you truly want to get out of Wharton. Come August, you’ll be glad you did. But don’t worry, plans evolve and so will you during your time at the choose-your-own-adventure book that is Wharton. So take a deep breath, enjoy your summer and catch you in August!

Lavanya Srinivasan

WGA Executive Board

2016–2017

President

Chris Griggs
EVP Student Affairs

Lavanya Srinivasan
EVP Finance

Michelle Claxton
EVP Clubs & Conferences

Pre-Term

• Meet and build relationships with your cohort and your learning team.
• Campus in the Cluster Olympics.

September

• Join the Wharton Graduate Association.
• Consider which clubs to join. Clubs fall into the following categories: Professional, social, community service, athletics, international.
• Join MBA Pub and attend on Thursday evenings.
• Consider running for Cluster officer if you have a keen interest in academics, student life, alumni, athletics, career, community engagement, diversity, international culture, leadership, social activities, student life or social impact.

October

• Participate in Wharton Community Service Day in West Philadelphia.
• Choose your classes carefully and walk the walk at Waln uphold the Global Immersion Program.
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• Attend a conference: Investment Management, West Philadelphia.
• Attend a conference: Investment Management, Wharton Women in Business.

November

• Attend a conference: Consulting, Marketing, Energy and Finance, or the Africa and Asia Global Business Leaders Forum.

December

• Meet and build relationships with your cohort and your learning team.
• Campus in the Cluster Olympics.

January

• Reconvene with your classmates at a alumni mixer.
• Attend a Leadership Lecture.

February

• Apply for the Leadership Lecture Series Committee.
• Attend a conference: Private Equity and Venture Capital Entrepreneurship, Health Care, Restructuring, or Social Impact.
• Star in the Follies or cheer for your classmates who do.

March

• Run for WGA, club officer, conferences co-chairs, and the Ethics Committee.
• Plan your Spring Break and travel with student groups to Japan, Korea, Israel, Egypt or Argentina or given a Leadership Venture.
• Return to the 70’s at Wharton 54.

April

• Work the runway in the annual Wharton Fashion Show.
• Volunteer with your cluster in Rebuilding Together’s efforts to reconstruct homes in West Philly.
• Break it down at Dance Studio — hip hop, salsa, jazz, belly, flamenco, lyrical, anyone?
• Celebrate the year at Spring Gala.

May

• Travel to China or South America with the Global Innovation Program.

June

• Begin your summer with the Global Immersion Program.

July

• Have fun. These activities are excellent opportunities to meet across the first and second year classes, thus enabling you to expand your Wharton network. Building relationships is part of your long-term success and Wharton offers a myriad of relationship-building opportunities. Check out http://wharton/eventsandtraditions for more events.

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NO DOUBT YOU ARE FILLED WITH EXCITEMENT and anticipation about joining the Wharton MBA Program. Get started on your Wharton experience NOW! Making progress toward your arrival will be fun and easy and will help you feel part of our community. Set up your PennKey as soon as the setup code arrives from the University of Pennsylvania. Get your Wharton account established so you can begin using Wharton email. Read the materials we send you so you can make the best decisions as you register for Pre-Term. And, find the perfect photo of yourself. Remember, your classmates will be seeing that photo on the Wharton Online Community for the next two years!

All of us in the MBA Program Office look forward to your arrival on campus in August. In the meantime, we are here to help you in any way we can. Look for our bi-weekly emails with the most up-to-date information and news, and feel free to contact us with your questions. This is a most exciting time in your life and we are anxious to share it with you.

Your Wharton journey can begin only once you have set up your PennKey and Wharton Computing account. You will need these to register for Pre-Term so please don’t delay!

CINDY ARMOUR
Administrative Support

MICHAEL PETERSON
Associate Director

STEPHAN DEICKMANN
Deputy Vice Dean

LAURIN FRIESSON
Administrative Support

NATALYA LEVNA
Associate Director

AMY MILLER
Associate Director

TOOLs:

ACCESS WhARTON AND PENN SERVICES

PENNKEY

Take Action IMMEDIATELY — the PennKey Setup Code Expires!

1. RECEIVE YOUR PENNKEY SETUP CODE

Within a few weeks of sending your deposit, the University of Pennsylvania’s Information Systems and Computing (ISC) department sends your PennKey setup code to the email address that you provided in your MBA application.

The PennKey setup code arrives in an email from Penn’s ISC department. The email address from which the setup code will be sent is: pennkeysetupcode@lists.upenn.edu and the subject line will be “Important Information on setting up your Penn electronic credential (PennKey).”

For security purposes, the Pennkey setup code expires after 60 days from the date the email was issued. If you misplaced your PennKey setup code or it has expired, see p. 34.

2. ACTIVATE YOUR PENNKEY IMMEDIATELY VIA THE PENNKEY WEBSITE http://www.upenn.edu/computing/pennkey

Choose your username carefully — it is permanent and will also become your Wharton username and Wharton email address!

When you register your PennKey you will be asked to select a username from among the available choices. Your selection will not only become your PennKey username but also your Wharton username and Wharton email address. These cannot be changed, so choose carefully.

It is strongly recommended that you create Security Questions when activating your PennKey. By doing so, you will be able to reset your password online. If you do not choose to create Security Questions for the PennKey Recovery Service and you forget your PennKey password, a new PennKey setup code will be sent to you through the US mail. This means starting over and will cause significant delay.

3. VISIT WHARTON COMPUTING’S STUDENT SUPPORT WEBSITE http://spike.wharton.upenn.edu/support

This website, part of Wharton’s SPIKE student portal, has a computer buying guide (updated in late Spring) and complete configuration information for your email, laptop and mobile device. Note that important announcements will be sent to your Wharton email account. If you do not plan to log into this account on a regular basis, consider forwarding your Wharton email to an account that you check frequently (visit http://spike.wharton.upenn.edu/mymailaccount and click on My Email to set up mail forwarding).

4. COMPLETE YOUR PRE-Term REGISTRATION BY JULY 6, 2016, YOUR WAIVER FOR CREDENTIALS BY JULY 11 AND WAIVER BY EXAM BY AUGUST 1, 2016

Remember, if you do not register for Pre-Term by this deadline, we will assume that you are no longer matriculating into the MBA Program, so please register!

5. CONTINUE EXPLORING WHARTON’S ONLINE RESOURCES VIA SPIKE http://spike.wharton.upenn.edu

In addition to computing information and your Wharton Online Community profile, SPIKE — Wharton’s online student portal —provides access to many of the resources you’ll use throughout your Wharton career.

Your Wharton journey can only begin once you have set up your PennKey and Wharton Computing account. You will need these to register for Pre-Term so please don’t delay!
Please note the following helpful hints:

Submit a photo that you like
This picture will follow you for the next two years! Class lists, club rosters, and the Wharton Journal are some of the places your picture may appear.

Choose carefully
Only one photo may be submitted through Campus Express online. Subsequent requests for photo replacements will incur the normal PennCard replacement fee of $30 and must be made in person at the PennCard Center.

Be patient
The University prepares thousands of cards during this time and delays may occur between the time you submit your photo and its appearance in the Wharton Online Community.

Upload your photo early
If you upload your picture by July 17, 2016, your PennCard will be available at Pre-Term check-in on August 8. (Photos submitted after July 17, 2016 may require waiting in line at the PennCard Center.)

Remember, most services you will need use the PennKey to authenticate you. You will only use your Wharton Computing account for a few Wharton services, including your email account.

Frequently asked questions

What if I have not received my PennKey setup code?
If your email address is correct, send an email to mbaprogram@wharton.upenn.edu to inform us that you never received a PennKey email. We will further investigate and help facilitate the issuance of a new PennKey setup code.

What if I forget my PennKey password? (pg. 33)
• Reset your password using the PennKey Recovery Service option via the PennKey website: http://www.upenn.edu/computing/pennkey.
• If you did not select create security questions when you set up your PennKey, you will have to request a new PennKey setup code and initiate the entire process again through http://www.upenn.edu/pennkeyrequest. This unfortunately will take time as the setup code will be sent through U.S. mail to your address of record supplied in your application, not via email. If you have discovered this just prior to the July 6, 2016 Pre-Term registration deadline, please email mbaprogram@wharton.upenn.edu so that we may help you register for Pre-Term.

What if my address or email has changed?
Please go to the Penn Portal (https://portal.app.upenn.edu/penn_portal/portal.php), click on the Penn In Touch tab and log into your Penn In Touch account. Via the menus on the left, select “Profile, privacy & emergency” and click on the Address information to update. Also please email both mbaprogram@wharton.upenn.edu and mbaoperations@wharton.upenn.edu with your new information.

What if my name has changed?
The name on record with the University must correspond with your legal name and, for international students, the name on your passport and student visa documentation. If your legal name has recently changed, please contact us at mbaprogram@wharton.upenn.edu. You will need to complete this change with the University Registrar and we will direct you.
If you wish to use a name other than the name on your MBA Admissions application, you may indicate this under the "Nickname" option when you complete your Pre-Term registration.

What if I have not submitted my PennCard/Wharton Online Community photo by Friday, July 17, 2016?
You may still submit this information anytime prior to arriving in Philadelphia. The July 17, 2016 deadline will allow us to receive your PennCard in time to distribute on the first day of Pre-Term. (This saves you time standing in line at the PennCard Center.) If you have not submitted your PennCard/Wharton Online Community photo online prior to arriving in Philadelphia, you may have your picture taken and your card prepared at the PennCard Center at 3601 Walnut Street on the second floor of the bookstore. http://www.upenn.edu/penncard.

Wharton Online Community and PennCard

Take action by July 17, 2016 for priority PennCard processing — but remember, your PennKey must first be activated!

1. Submit a digital photo via the University of Pennsylvania’s Campus Express Website: http://campusexpress.upenn.edu
   • Follow the "Campus Express Online Log in" and enter your PennKey and PennKey password.
   • Proceed to “My PennCard” and submit your photo, meeting all of the photo specifications on the Campus Express website.

2. You may have already entered your Wharton Online Community Profile when you created your Wharton Computing Account.
If not, go to the SPIKE page at https://mba-inside.wharton.upenn.edu, choose Community from the SPIKE dropdown menu, and then choose My Profile on the left side.

Remember, most services you will need use the PennKey to authenticate you. You will only use your Wharton Computing account for a few Wharton services, including your email account.

Choose your username carefully! Your Wharton username and your student email address are assigned according to the username and your student email address are assigned to the username that you selected for your PennKey.

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PARTNERS AND CHILDREN
We look forward to welcoming your family into the Wharton family and we encourage you to involve them in Wharton. Although classes are restricted to students, most WGA clubs and activities are open to partner membership and participation. Most extra-curricular events during Pre-Term are also open to Wharton partners; some events may be more appropriate for children than others. See the following websites for additional information.

WHARTON PARTNERS CLUB
http://www.whartonpartnersclub.com

WHARTON KIDS CLUB
http://whartonkidsclub.blogspot.com

PENN CARD
Spouses and domestic partners may obtain a PennCard. This can only be done when you arrive in Philadelphia. Both the student and spouse/partner must go to the PennCard Center. Refer to the Spouses/Partner section of the PennCard website for the necessary documentation and fee: http://cmcs.business-services.upenn.edu/penncard/obtaining-a-penncard/guests.html.

WHARTON ONLINE COMMUNITY
To add information about partners and children, go to http://spike.wharton.upenn.edu. Login using your Wharton username and password. Click on the Community tab and choose My Profile. Under your entry, you will see a link to “Personal Information.” Click on this link to add additional information.

PARTNERS ORIENTATION
On August 12, Wharton partners are invited to an information session that will introduce them to Wharton and Philadelphia. Discussions will include tips on resources and the job search. It’s also an opportunity to add additional information.

OFFICE OF STUDENT DISABILITIES SERVICES (SDS)
Take Action IMMEDIATELY
Modular Commerce, Suite 310
2702 Spruce Street
admin@policies.upenn.edu
http://www.spul.upenn.edu/hc/jl
Tel 215.573.9235 or DDD 215.746.6320
Fax 215.746.6326

The Office of Student Disabilities Services (SDS) provides comprehensive, professional services for students with disabilities to ensure equal academic opportunities and participation in University-sponsored programs. If you have a disability that you wish to identify and would like to request accommodations, submit the online self-identification form at http://www.psp.upenn.edu/hs/aid/self_id.php and see the Documentation Guidelines link on the website for submitting documentation. Please note that it may take from four to six weeks from your initial contact with SDS before the accommodations can be finalized to contact them immediately to get the process started.

Completion of this form is voluntary and will not adversely affect admission or participation in educational programs or activities. This information is confidential and will be shared only with appropriate University officials to ensure compliance with the Rehabilitation Act of 1973 and the Americans with Disabilities Act as Amended (2008).

For further information contact SDS or an academic advisor in the MBA Program Office.

IMMUNIZATION COMPLIANCE
Take Action IMMEDIATELY
http://www.spul.upenn.edu/hs/immunization.php
Tel 215.746.3335
Fax 215.746.0909

All incoming students are required to complete two personal health questionnaires and present confirmation of immunizations. Inquiries, access to the required forms, and the list of immunization requirements are available via the Immunization Compliance website listed above. Prior to fulfilling any remaining immunization requirements, we encourage you to review the list of vaccines available at SHS http://www.spul.upenn.edu/hs/immunization.php. They are sometimes cheaper through SHS and/or covered by the Penn Student Health Insurance Plan (see the following section).

INSURANCE REQUIREMENTS
Take Action by August 31, 2016
http://www.psp.upenn.edu/hs/immunization.php
shsinsur@pobox.upenn.edu
Tel 215.746.6326, option #3
Fax 215.746.0904

The Student Insurance Plan (PSIP) will be available as of July 1. All entering Wharton MBA who request it. See the website for application information. It is very important that every student in F-1 or J-1 status reports to ISSS within 20 days of the program start date as listed on your I-20 or DS-2019 form. This is part of SEVIS registration, an official U.S. immigration requirement, and failure to comply may lead to a revocation of your F or J visa status.

If you are unable to participate during the ISSS Document Check on August 8th, it is your responsibility to check in with ISSS to register your immigration documents before the 20-day deadline. Remember to bring your passport and other immigration documents: visa stamp (except Canadian and Bermudian passport holders); I-20 or DS-2019 (current and previously issued) and I-94 card, and any immigration notices, such as status approvals.

WHARTON’s INTERNATIONAL STUDENTS IMMIGRATION DOCUMENT CHECK AUG 8, 2016
Attendees will register their visa documents with staff from Penn’s Office of International Programs. Bring your passport and other immigration documents: visa stamp (except Canadian and Bermudian passport holders); I-20 or DS-2019 (current and previously issued) and I-94 card, and any immigration notices, such as status approvals.

For more information, contact the MBA Program Office at mbaprogram@wharton.upenn.edu.

PENN STUDENT INSURANCE PLAN 2016-2017

All students are required to carry health insurance to cover services for both in-patient and out-patient medical care, as well as catastrophic illness and injury. Students may satisfy the insurance requirements through private or employer-sponsored plans that meet certain minimum criteria or through enrollment in the Penn Student Insurance Plan (PSIP). You must be covered by health insurance in time for Pre-Term. PSIP summer coverage will be available for all entering Wharton MBA who request it. See the website for application information.

NOTE: MBA students without proof of immunization by October 14, 2016 will not receive credit for Fall Term coursework and will be unable to register for Spring Term.

NOTE: The importance of having health insurance cannot be overstated: a one-night stay in the hospital can easily cost two times the annual insurance premium.

Insurance

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<th>Coverage</th>
<th>Student</th>
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<td>Rates including dependents, Dental and Summer months are also available.</td>
<td>See SHS website</td>
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TAKING ACTION

http://www.vpul.upenn.edu/shs/immreq.php
If you have not yet done this, it is imperative that you do so immediately to avoid any further visa delays. See the Wharton Welcome Website to review the processes at http://mbawelcome.wharton.upenn.edu/immigration/international-student-resources. You should have received an email from ISSS regarding the I-20/DS-2019 application process.

It is very important that every student in F-1 or J-1 status reports to ISSS within 20 days of the program start date as listed on your I-20 or DS-2019 form. This is part of SEVIS registration, an official U.S. immigration requirement, and failure to comply may lead to a revocation of your F or J visa status.

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For more information, contact the MBA Program Office at mbaprogram@wharton.upenn.edu.

INTERNATIONAL STUDENTS
INTERNATIONAL STUDENT AND SCHOLARS SERVICES (ISSS)
Take Action IMMEDIATELY
International Student and Scholar Services (ISSS)
2701 Chestnut Street, Suite 11W
http://global.upenn.edu/iss
Tel 215.898.4661

If you require a visa to study in the U.S., you should have already submitted your application materials for an I-20 (to obtain an F-1 visa) or DS-2019 (to obtain a J-1 visa) to Penn ISSS. If you have not yet done this, it is imperative that you do so immediately to avoid any further visa delays. See the Wharton Welcome Website to review the processes at http://mbawelcome.wharton.upenn.edu/immigration/international-student-resources. You should have received an email from ISSS regarding the I-20/DS-2019 application process.

It is very important that every student in F-1 or J-1 status reports to ISSS within 20 days of the program start date as listed on your I-20 or DS-2019 form. This is part of SEVIS registration, an official U.S. immigration requirement, and failure to comply may lead to a revocation of your F or J visa status.

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For more information, contact the MBA Program Office at mbaprogram@wharton.upenn.edu.
The Early Pre-Term Program for International Wharton MBAs is designed to help first year international students further develop their academic and cultural skills for a more successful and fulfilling MBA degree experience. In this one week program (July 25-29, 2016), you will learn and practice strategies for:

- Learning through case studies
- Reading and writing under time pressure
- Participating in class
- Understanding professors’ expectations
- Working on cross-cultural teams
- Networking and socializing with classmates
- Identifying individual strengths and weaknesses with respect to communication and academic performance

Classes will meet from 9am-12pm each day. You will have plenty of free time in the afternoons and evenings to socialize, organize, and adapt before the official start of your MBA program. The program will close with a farewell lunch on Friday, July 29.

Registration deadline is June 15, 2016. For more information or to register for the Early Pre-Term Program visit the program page at http://www.sas.upenn.edu/elp/earlypreterm

Wharton’s Office of MBA Admissions and Financial Aid provides counseling on the financial aid process, loan options, funding sources, and other general financial aid questions. For information about your financing options, visit http://mbawelcome.wharton.upenn.edu/financial-aid

The University of Pennsylvania Student Financial Services (SFS) coordinates Penn’s billing, loan processes, and payment option programs. Any questions you have about these areas, as well as the status of student loan applications and disbursements, should be directed to the SFS contact above.

The University of Pennsylvania’s International House (IHP) can accommodate students on a temporary living basis that are academically affiliated with the University. Nightly, monthly and long term accommodations, OCS has a dedicated page with links to both on- and off-campus options. Short-term housing information is located under Housing search process, leasing basics and living life off-campus. Educational programs, including webinars, are offered yearly in the spring with topics focusing on the advantages such as:

- Conducive to the academic calendar.
- Flexible occupancy periods

The Sansom Place staff also provides support and advocacy for Penn graduate and professional students. The Sansom Place staff also provides support and advocacy for Penn

The Office of Off-Campus Services (OCS) assists students, staff and faculty at all stages of their offcampus living experience. Resources include:

- An interactive, searchable database of available rentals with hundreds of units listed at any one time. Listings include individual rental units (studios, one-, two-, three- or more-bedroom apartments and houses), as well as share and sublet opportunities. Most of the rental listings are located in the University City/West Philadelphia and Center City neighborhoods.
- Included as a module in the apartment listing database is a section for Penn students who are searching for a roommate. Create a profile with a picture, a short description of your preferences and even include a link to your Facebook page! Whether or not you already have a place, you can use the searchable roommate list and reach out to other graduate students who are also looking to share an apartment.
- Opportunities for personal advising regarding various issues centering around the leasing experience. Educational programs, including webinars, are offered yearly in the spring with topics focusing on the housing search process, leasing basics and living life off-campus.

For more information, visit www.charehousephilly.org or call 215.895.6540. https://medley.isc-seo.upenn.edu/penn_portal/portal.php

For information about your financial aid process, loan options, funding sources, and other general financial aid questions. For information about your financing options, visit http://mbawelcome.wharton.upenn.edu/financial-aid

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For more information, visit www.charehousephilly.org or call 215.895.6540. https://medley.isc-seo.upenn.edu/penn_portal/portal.php
YOUR NEXT STEPS...

ADDITIONAL INFORMATION that you can expect to receive this summer includes the following materials:

**BI-WEEKLY E-MAIL UPDATES**
The first e-mail from our office will be sent in conjunction with the mailing of this packet. Every two weeks, leading up to Pre-Term, we will send you updates to help you keep on track with your prearrival preparations.

**INFORMATION FROM PENN**
Additional materials will be sent from various offices of the University of Pennsylvania. Among the items you can expect to receive are the Campus Express brochure (see p. 34 for info about Campus Express Online), a mailing from Student Health Services and your Fall Term bill from Student Financial Services.

We recommend that you organize the various materials that you receive. Pack these things separately for easy access upon arrival in Philadelphia. Should you lose anything, all of our mailings and biweekly e-mail updates will be posted to the MBA Program Office website. We look forward to your arrival. Meanwhile, contact us if there is anything we can do to help you GET STARTED!

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**NOTE:** Your 2016-2017 Academic Calendar is on the back cover of this publication!
ACADEMIC CALENDAR 2016-2017*
Subject to change

Pre-Arrival
August 2-4 ACCT 604, ACCT 608, FNCE 604 and STAT 608
August 5 & 8 Waiver and Placement Exams
August 8 International Student Immigration Document Check (p. 37)

Pre-Term 2016
August 8 MBA Program Begins; First Day of Pre-Term
August 15-16 Learning Team Retreat

Fall Term 2016
August 19-25 Teamwork and Leadership (MGMT 610)
August 29 MGMT 610 Final Exam
August 30 Fall Core and Elective Classes Begin
September 5 Labor Day Break (no Monday classes)
October 13–21 Quarter 1 Exams
November 24-27 Thanksgiving Break (no classes)
December 13-14 Reading Days
December 15-22 Final Exams

Spring Term 2017
January 9 First Day of Spring Core Classes
(Elective Classes begin on January 11)
January 16 Dr. Martin Luther King, Jr. Day, observed (no classes)
January 19-27 Focused Recruiting Period (no core classes)
February 28-March 3 Quarter 3 Exams
March 4-12 Spring Break (no classes)
April 26 Spring Classes End
April 27-28 Reading Days
May 1-9 Final Exams
May 14 MBA Commencement
May 15 University of Pennsylvania Commencement

IMPORTANT NOTES:
* See the MBA Resource Guide for a more detailed calendar.