WH 101 Business and You
WH 101 is the first step of the Leadership Journey at Wharton. The course is designed to fuel students’ unique interests in academic, research, and professional pursuits; to raise awareness of the complexity of business; and to increase understanding of the interrelatedness of business disciplines. Students will also acquire greater awareness of their strengths and leadership potential as members of the Wharton community and as future professionals. Students will come to appreciate that leadership is an act and best developed through study, feedback from trusted colleagues and peers, and stretch experiences that stimulate growth and development. Students will also begin to hone skills essential to the pursuit of personal, academic, and professional goals: thinking creatively, analyzing problems, applying what you have learned, and reflecting on learnings. A case-analysis project will engage students with the community through helping local agencies examine business challenges that they face. This course is for Wharton students only.
Taught by: Robertson; Greenhalgh; Romeika
Course usually offered in fall term
Activity: Recitation
0.5 Course Units

WH 150 Evaluating Evidence
WH 150 provides an introduction to all stages of the research process for business topics. In the first third of the course, we discuss theory building, hypothesis development, and research design choices particularly in casual research. In the second third, we discuss data collection methods (e.g., surveys, experiments, case studies and fieldwork) and the use of archival databases. This part of the course emphasizes the interplay between research design and sampling/data collection methods. In the final third of the course, we introduce data analysis and interpretation, including methods for converting raw data into measurable constructs suited to statistical analysis.
Taught by: Schrand
One-term course offered either term
Activity: Seminar
1.0 Course Unit

WH 201 Business Communication for Impact
The objective of WH 201 is to prepare you to communicate effectively as you pursue your educational, professional, and personal goals over the next few years. We have incorporated input from employers, employees, alumni and past WH 201 students to create a course that will prepare you to succeed at all types of communication: spoken and written, formal and informal, prepared and spontaneous. Communication is a skill that requires repeated practice to master. The class size is limited to eight students to allow you the opportunity to practice communicating every week. Class will meet for 80 minutes once a week for fourteen weeks.
Please note that we are piloting different approaches to teaching this year in different sections of the course. The logistical details of some sections may differ from others, but everyone will be taught the same material and complete the same assignments.
One-term course offered either term
Activity: Lecture
0.5 Course Units
Notes: You must have taken WH 101 prior to this class unless you are a sophomore transfer student. Freshmen and non-Wharton students are not permitted to enroll. This class may not be audited.

WH 213 Global Modular Course B
Also Offered As: MGMT 898, OIDD 890
Activity: Lecture
0.5 Course Units

WH 216 Global Modular Course
Course not offered every year
Also Offered As: MKTG 893
Activity: Lecture
0.5 Course Units

WH 297 Wharton Industry Exploration Program
WIEP features short-term courses that focus on various industries and feature visits to businesses, lectures, extracurricular activities, and networking opportunities with alumni. Students must apply online: https://undergrad-inside.wharton.upenn.edu/wiep/
Activity: Seminar
0.5 Course Units

WH 298 Wharton International Program
This short-term international business course gives undergraduate students an amazing global opportunity featuring business-site visits, lectures at partner schools, cultural excursions, and networking opportunities with undergraduate students and business contacts from the destination countries. In addition to learning about another country’s business environment and culture, students earn 0.5 course units that can be used towards business-breadth or elective credits.
Activity: Seminar
0.5 Course Units

WH 299 Honors Thesis
This seminar takes place over two semesters and provides students with the skills to perform their own research under the guidance of a Wharton faculty member. At the conclusion of the fall semester, students will produce a thesis proposal including literature review, significance of the research, methodology, and exploratory data if relevant. Throughout the fall semester faculty guests from a range of disciplines will present on their research in class, highlighting aspects that are relevant to the work students are engaging in at that point. During the second semester, students will collect and analyze data and write up the results in close collaboration with their faculty mentor. At the end of the spring semester, each student will present their research in a video presentation. Throughout the course, students will work individually, in small groups, and under the mentorship of a Wharton faculty member. The goal is to become capable independent researchers who incorporate feedback and critical (self-) analysis to take their research to the next level.
Two terms. student must enter first term.
Also Offered As: WH 399
Activity: Seminar
0.5 Course Units
WH 301 Teamwork and Interpersonal Influence
Organizations emerge because individuals cannot (or do not want to) accomplish their goals alone. Therefore, an organization is most often defined as a collective oriented toward a common goal. Collaboration—in relationships and in teams—is the building block of organizational effectiveness. That is, much of your work each day will occur in a social context, and will require you to wield influence (and be influenced). Moreover, over 80% of Fortune 1,000 companies now use teams. The ability to work effectively in teams is thus a critical skill. In this course we will use the latest evidence from the science of organizations to understand an array of tactics that can help you work with others (and manage them) as you strive to attain shared goals, especially in the context of teams. You will develop a portable toolkit of ideas related to managing team decision making, team conflict, team diversity, interpersonal influence and emotional intelligence. This is a cross-listed course. Students may enroll in either MGMT 301 or WH 301.
Activity: Lecture
0.5 Course Units

WH 399 Honors Thesis
This seminar takes place over two semesters and provides students with the skills to perform their own research under the guidance of a Wharton faculty member. At the conclusion of the fall semester, students will produce a thesis proposal including literature review, significance of the research, methodology, and exploratory data if relevant. Throughout the fall semester faculty guests from a range of disciplines will present on their research in class, highlighting aspects that are relevant to the work students are engaging in at that point. During the second semester, students will collect and analyze data and write up the results in close collaboration with their faculty mentor. At the end of the spring semester, each student will present their research in a video presentation. Throughout the course, students will work individually, in small groups, and under the mentorship of a Wharton faculty member. The goal is to become capable independent researchers who incorporate feedback and critical (self-) analysis to take their research to the next level.
Two terms. student must enter first term.
Also Offered As: WH 299
Activity: Seminar
0.5 Course Units

WH 401 Integrative Business Sim
The Wharton Integrative Business Simulation is a for-credit, interactive business simulation that provides Wharton seniors with the opportunity to draw on their business knowledge—finance, management, marketing, leadership, and social responsibility—while formulating and executing business strategy in a competitive, team-based environment. Utilizing real-time problem solving within a dynamic simulation environment, teams design and implement strategic plans, integrate feedback from the consequences of those decisions, and interact with other teams to create shareholder and social value. Students must apply to request registration for this course.
Activity: Seminar
0.5 Course Units

WH 898 Global Modular Course B
Also Offered As: MGMT 898
Activity: Lecture
1.0 Course Unit