

# MULTINATIONAL MANAGEMENT, MBA

The purpose of the Multinational Management major is to prepare MBAs for consulting, financial, managerial, and entrepreneurial positions in which a sophisticated understanding of international opportunities, the multinational firm, the international competitive environment, and the cross-national political and social aspects of business is required. The major consists of courses on multinational management complemented by functional electives in the areas of finance, marketing, accounting, legal studies, public policy, real estate or healthcare management.

For more information: <https://mgmt.wharton.upenn.edu/programs/mba/multinational-management/>

## Curriculum

A minimum of 19 course units is required for graduation.

Code	Title	Course Units
<b>Multinational Management Major Requirements</b>		
The Multinational Management major requires four course units beyond the required Management core requirements.		
Management Core Requirements:		
MGMT 6100	Foundations of Teamwork and Leadership	
MGMT 6110	Managing Established Enterprises	
	or MGMT 6120 Management of Emerging Enterprises	
Select 1.5 course units from the following:		1.5
MGMT 7150	Political Environment of the Multinational Firm	
	or MGMT 7200 Corporate Diplomacy	
MGMT 8710	Advanced Global Strategy	
MGMT 8940	Advanced Study Project - Multinational Management	
Select 2.5 course units from the following: <sup>1</sup>		2.5
BEPP 7890	Economic Globalization: Policy, History and Contemporary Issues	
FNCE 7310	Global Valuation and Risk Analysis	
FNCE 7320	International Banking	
HCMG 8590	Comparative Health Care Systems	
HCMG 8680	Private Sector Role in Global Health	
HCMG 8900	Advanced Study Project: Management of Health Care Service Businesses	
LGST 8020	Law of Corporate Management and Finance	
LGST 8200	International Business Ethics	
LGST 8300	Social Impact and Responsibility: Foundations	
MGMT 7880	Managing and Competing in China	
MGMT 8090	Private Equity in Emerging Markets	
OIDD 6730	Global Supply Chain Mgmt.	
REAL 7050	Global Real Estate: Risk, Politics and Culture	
REAL 8900	International Real Estate Comparisons	
<b>Electives</b>		

Select 5.5 course units of electives	5.5
<b>MBA Core Requirements</b>	<b>9.5</b>
<b>Total Course Units</b>	<b>19</b>

<sup>1</sup> Remaining credit units from any other international courses at Wharton are applied to the major pending approval by the advisor. New course offerings, changes in offerings, and changes in content make it impossible to provide a firm list of approved courses, but the associated list includes courses that have typically been approved for the Multinational Management major. Global Modular Courses, Global Virtual Courses, Advanced Study Projects or Independent Studies that are highly international in scope and pedagogical purpose may also be considered.

## MBA Core Requirements

Code	Title	Course Units
<b>Accounting</b>		
Select one of the following:		0.5-1
ACCT 6110	Fundamentals of Financial Accounting	
ACCT 6130	Fundamentals of Financial and Managerial Accounting	
<b>Finance <sup>1</sup></b>		
<i>Corporate Finance</i>		
Select one of the following:		0.5-1
FNCE 6110	Corporate Finance	
FNCE 6210	Corporate Finance (Half CU)	
<i>Macroeconomics</i>		
Select one of the following:		0.5-1
FNCE 6130	Macroeconomics and the Global Economic Environment	
FNCE 6230	Macroeconomics and The Global Economic Environment (Half CU)	
<b>Legal Studies</b>		
LGST 6110	Responsibility in Global Management	0.5
	or LGST 6120 Responsibility in Business	
	or LGST 6130 Business, Social Responsibility, and the Environment	
<b>Microeconomics</b>		
MGEC 6110		0.5
MGEC 6120		0.5
<b>Management</b>		
MGMT 6100	Foundations of Teamwork and Leadership	0.5
MGMT 6110	Managing Established Enterprises	1
	or MGMT 6120 Management of Emerging Enterprises	
<b>Marketing</b>		
MKTG 6110	Marketing Management	0.5
MKTG 6120	Dynamic Marketing Strategy	0.5
	or MKTG 6130 Strategic Marketing Simulation	
<b>OIDD</b>		
Select one unit of the following:		0.5-1
OIDD 6110	Quality and Productivity	
OIDD 6120	Business Analytics	
OIDD 6130	Online Business Models and the Information-Based Firm	

OIDD 6140	Innovation	
OIDD 6150	Operations Strategy	
OIDD 6620	Enabling Technologies	
OIDD 6900	Managerial Decision Making	
<b>Statistics</b>		
STAT 6130	Regression Analysis for Business <sup>2</sup>	1
or STAT 6210	Accelerated Regression Analysis for Business	
<b>Management Communication</b>		
WHCP 6110	Management Communication	0.25
Select one of the following:		0.25
WHCP 6120	Advanced Persuasive Speaking	
WHCP 6150	Communication Challenges for Entrepreneurs	
WHCP 6240	Persuasive Writing for Business Leaders	
<b>Total Course Units</b>		<b>9.5</b>

<sup>1</sup> Students cannot enroll in both FNCE 6210 and FNCE 6230.

<sup>2</sup> STAT 6210 is by placement only.

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The degree and major requirements displayed are intended as a guide for students entering in the Fall of 2024 and later. Students should consult with their academic program regarding final certifications and requirements for graduation.

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