

STRATEGIC MANAGEMENT, MBA

This major provides students with a deep grounding in the basic logic of competitive advantage, premised on a careful analytical treatment of the distinct qualities and positions of individual firms and an understanding of broader competitive dynamics. This background positions students well for guiding strategy at both established and emerging enterprises, as well as preparing them for positions with consulting firms that work with firms in setting their strategies.

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

Curriculum

A minimum of 19 course units is required for graduation.

Code	Title	Course Units
Strategic Management Major Requirements		
The Strategic 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 3-4 course units from the following:		3-4
MGMT 7010	Strategy and Competitive Advantage	
MGMT 7110	Competitive Strategy and Industrial Structure	
MGMT 7120	Managing Strategic Partnerships	
MGMT 7140	Value Creation and Value Capture in American Business History	
MGMT 7170	Deals: The Economic Structure of Transactions	
MGMT 7210	Corporate Development: Mergers and Acquisitions	
MGMT 7310	Technology Strategy	
MGMT 7820	Strategic Implementation	
MGMT 7840	Managerial Economics and Game Theory	
MGMT 8010	Entrepreneurship	
MGMT 8710	Advanced Global Strategy	
MGMT 8910	Advanced Study Project - Strategic Management	
MGMT 9250	Seminar in Corporate Strategy	
Select up to 1 course unit from the following: ¹		1
LGST 8150	Environmental Management: Law and Policy	
MGMT 7150	Political Environment of the Multinational Firm	
MGMT 7200	Corporate Diplomacy	
MGMT 7290	Intellectual Property Strategy for the Innovation-Driven Enterprise	
MGMT 7510	Strategic Management of Human Assets	
MGMT 7730	Managing Organizational Change	

MGMT 8020	Change, Innovation & Entrepreneurship	
MGMT 8920	Advanced Study Project - Collaborative Innovation Program	
MKTG 7770	Marketing Strategy	
Electives		
Select 5.5 course units of electives		5.5
MBA Core Requirements		9.5
Total Course Units		19

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Global Modular Courses and Global Virtual Courses with significant content in strategic management, at the discretion of the department advisor may also be considered.

MBA Core Requirements

Code	Title	Course Units
Accounting		
Select one of the following:		0.5-1
ACCT 6110	Fundamentals of Financial Accounting	
ACCT 6130	Fundamentals of Financial and Managerial Accounting	
Finance¹		
<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)	
Legal Studies		
LGST 6110	Responsibility in Global Management	0.5
	or LGST 6120 Responsibility in Business	
	or LGST 6130 Business, Social Responsibility, and the Environment	
Microeconomics		
MGEC 6110	Microeconomics for Managers: Foundations	0.5
MGEC 6120	Microeconomics for Managers: Advanced Applications	0.5
Management		
MGMT 6100	Foundations of Teamwork and Leadership	0.5
MGMT 6110	Managing Established Enterprises	1
	or MGMT 6120 Management of Emerging Enterprises	
Marketing		
MKTG 6110	Marketing Management	0.5
MKTG 6120	Dynamic Marketing Strategy	0.5
	or MKTG 6130 Strategic Marketing Simulation	
OIDD		
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	
Statistics		
STAT 6130	Regression Analysis for Business ²	1
or STAT 6210	Accelerated Regression Analysis for Business	
Management Communication		
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	
Total Course Units		9.5

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Students cannot enroll in both FNCE 6210 and FNCE 6230.

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STAT 6210 is by placement only.

The degree and major requirements displayed are intended as a guide for students entering in the Fall of 2023 and later. Students should consult with their academic program regarding final certifications and requirements for graduation.
