

# 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

Code	Title	Course Units
<b>Strategic Management Major Requirements</b>		
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 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 7230	Strategy and Environmental Sustainability	
MGMT 7310	Technology Strategy	
MGMT 7820	Strategic Implementation	
MGMT 8010	Entrepreneurship	
MGMT 8710	Advanced Global Strategy	
Select up to 1 course unit from the following: <sup>1</sup>		1
LGST 8150	Environmental Management: Law and Policy	
MGMT 6250	Corporate Governance, Executive Compensation and the Board	
MGMT 7150	Political Environment of the Multinational Firm	
MGMT 7200	Corporate Diplomacy	
MGMT/LGST 7290	Intellectual Property Strategy for the Innovation-Driven Enterprise	
MGMT 7730	Managing Organizational Change	
MGMT 8020	Change, Innovation & Entrepreneurship	
MGMT 8110	Entrepreneurship Through Acquisition	
MGMT 8140	Search Fund Entrepreneurship	
MGMT 8320	Business Model Innovation Strategy	

MGMT 8920	Advanced Study Project - Collaborative Innovation Program	
MKTG 7770	Marketing Strategy	
OIDD 6360	Scaling Operations: Linking Strategy and Execution	
<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> 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
<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>		
BEPP 6110	Microeconomics for Managers: Foundations	0.5
BEPP 6120	Microeconomics for Managers: Advanced Applications	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>		
Select one of the following options:		0.5
WHCP 6160	Management Communication <sup>3</sup>	
or WHCP 6180	Entrepreneurial Communication	
<b>Second Year Requirement:</b>		
Students must satisfy the following requirements during their second year in the program: (1) maintain a Wharton GPA that is greater than 2.33 in each semester of their second year, and (2) have no more than 4 CU of Wharton courses with a grade less than or equal to 2.33 (C+ or lower) in their second year.		
<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.

<sup>3</sup> Enrollment in WHCP 6180 requires pre-approval.

The degree and major requirements displayed are intended as a guide for students entering in the Fall of 2025 and later. Students should consult with their academic program regarding final certifications and requirements for graduation.

The Global Experience Concentration facilitates MBA student participation in a study abroad program. Students must complete two full credit units in an approved International Exchange Program at the partner university's location. In addition, students must take one full credit unit of internationally focused MBA electives to satisfy the concentration requirement.

## Curriculum

Students must complete two full credit units in an approved International Exchange Program at the partner university's location. Approved International Exchange Programs include:

- Australia – AGSM, Sydney
- Brazil – COPPEAD, Rio de Janeiro
- Chile – Universidad Adolfo Ibanez, Santiago
- China – CEIBS, Shanghai
- China – Peking University, Beijing
- France – HEC/ISA, Paris
- France – INSEAD, Fontainebleau
- Hong Kong – HKUST, Kowloon
- India – ISB, Hyderabad
- Israel – IDC, Herzliya
- Israel – Tel Aviv University, Tel Aviv

- Italy – SDA Bocconi, Milan
- Japan – Keio University, Tokyo
- Netherlands – RSM, Rotterdam
- Philippines – AIM, Makati City
- Singapore – INSEAD, Singapore
- Spain – IESE, Barcelona
- Sweden – Stockholm School of Economics, Stockholm
- Thailand – Sasin, Bangkok
- United Kingdom – LBS, London

In addition to two full credit units taken in an approved study-abroad program, students must take one full credit unit of internationally focused MBA electives to satisfy the concentration requirement. The electives should be selected from the list below and cannot be taken on a pass/fail basis.

Code	Title	Course Units
<b>Global Experience Concentration</b>		
Students must complete 2 CU in WHG 5000-level or above		2
Select at least 1 CU from the following: <sup>1</sup>		1
<b>Accounting</b>		
ACCT/FNCE 7970	Taxes and Business Strategy	
<b>Business Economics and Public Policy</b>		
BEPP/OIDD 7630	Energy Markets & Policy	
BEPP/ACCT 7640	Climate and Financial Markets	
BEPP 7890	Economic Globalization: Policy, History and Contemporary Issues	
<b>Finance</b>		
FNCE 7190	International Financial Markets and Cryptocurrencies	
FNCE 7310	Global Valuation and Risk Analysis	
FNCE 7320	International Banking	
FNCE 7400	Central Banks, Macroeconomic Policy and Financial Markets	
FNCE 7540	ESG and Impact Investing	
FNCE 7560	Energy Finance	
<b>Health Care Management</b>		
HCMG 8590	Comparative Health Care Systems	
HCMG 8680	Private Sector Role in Global Health	
<b>Legal Studies and Business Ethics</b>		
LGST 8020	Law of Corporate Management and Finance	
<b>Management</b>		
MGMT 7150	Political Environment of the Multinational Firm	
MGMT 7200	Corporate Diplomacy	
MGMT 7230	Strategy and Environmental Sustainability	
MGMT 7870	Global Management of Digital Businesses	
MGMT 7880	Managing and Competing in China	
MGMT 8090	Private Equity in Emerging Markets	
MGMT 8170	Global Growth of Emerging Firms	

MGMT 8710	Advanced Global Strategy
MGMT 8750	Comparative Capitalism
<b>Marketing</b>	
<b>Operations, Information, and Decisions</b>	
OIDD 6730	Global Supply Chain Mgmt.
OIDD 7610	Risk Analysis and Environmental Management
OIDD 7620	Environmental Sustainability and Value Creation
<b>Real Estate</b>	
REAL 7050	Global Real Estate: Risk, Politics and Culture
REAL 8360	International Housing Comparisons
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<b>Total Course Units</b>	<b>3</b>

<sup>1</sup> Global Modular Courses (0.5 CU) offered in a foreign location also count.

Other courses with substantive international content may be counted upon approval of the concentration adviser.

Concentration advisor: Alyssa Swanson