

MANAGEMENT: GENERAL TRACK, BS

The Management concentration allows a student to flexibly choose among the full set of the department’s offerings. As a consequence, students can mold a curriculum that spans issues of managing the internal processes of firms and considerations of strategic advantage – for both young and growing organizations as well as established ones. Students will develop expertise well-suited to general management and leadership positions in firms, or to serve these firms in advisory roles with leading consulting firms.

For more information: <https://mgmt.wharton.upenn.edu/programs/undergraduate/management-concentration-specializations/>

Management:

Concentration

The Management concentration is fulfilled by 4.0 credit units (cu) of MGMT coursework beyond the Wharton-wide requirements of MGMT 1010 (Introduction to Management) and MGMT 3010 (Teamwork and Interpersonal Influence). Only 1.0 cu out of the four total cu may be allotted to the aggregate of Global Modular Courses, Global Virtual Courses, Advanced Study Projects, Independent Study Projects, Financial Literacy Community Project, and/or Research Theses.

Undergraduate Advisor (*current Wharton students only*) Sara Jane McCaffrey (mcsa@wharton.upenn.edu)

Specializations

MGMT concentrators may earn one of three specializations by completing at least 3 cu of their MGMT course selections in focused areas as below. All courses are 1.0 cu unless otherwise indicated. The terms in which classes are tentatively scheduled for the current academic year are in parentheses. Please check the current Course Schedule (<https://mgmt.wharton.upenn.edu/programs/undergraduate/course-schedule/>) to confirm.

Specialization in Multinational Management*

The Multinational Management specialization prepares students for managerial, financial and consulting positions in which a sophisticated understanding of the multinational firm, the international competitive environment, and the cross-national political and social aspects of business is required.

Code	Title	Course Units
<i>Required:</i>		
MGMT 1110	Multinational Management	1
Choose at least 2 credit units from the following:		
MGMT 1170	Global Growth of Emerging Firms	2
MGMT 2090	The Political Environment of the Multinational Firm	
MGMT 2750/8750	Comparative Capitalism	
MGMT 2880	Managing and Competing in China	

Other Wharton Requirements	33
Total Course Units	36

Specialization in Organizational Effectiveness*

The Organizational Effectiveness specialization educates students at the leading edge of theory and practice about the management of employees and the design of organizations. It spans topics from understanding the behavior of individuals and groups to designing management systems and structures to support business strategy. It serves students with a range of career objectives: (1) those who seek leadership positions focusing on employees in organizations; (2) those interested in consulting in the area of organizational effectiveness or management consulting more generally; and (3) those interested in balancing a more technical academic and business backgrounds with greater depth in understanding behavioral and management expertise.

Code	Title	Course Units
Choose at least 3 credit units from the following:		
MGMT 2240	Leading Diversity in Organizations	3
MGMT 2380	Organizational Behavior	
MGMT 2410	Leading for Impact: Tackling the Biggest Societal Challenges	
MGMT 2420	Corporate Governance, Executive Compensation and the Board	
MGMT 2430	Work and Technology: Choices and Outcomes	
MGMT 2480	How to be the Boss	
MGMT 2720	Power and Politics in Organizations	
MGMT/LGST 2910	Negotiations	
MGMT 2930	People Analytics	
MGMT 2940	Understanding Careers & Managerial Labor Markets	

Specialization in Strategic Management*

The Strategic Management specialization 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 organizations on setting their strategies.

Code	Title	Course Units
<i>Required:</i>		
MGMT 2230	Business Strategy	1
Choose at least 2 credit units from the following:		
MGMT 2110	Competitive Strategy	
MGMT 2140	Market Dynamics and Technical Change	
MGMT 2250	Value Creation and Value Capture in American Business History	
MGMT 2370	Management of Technology	
MGMT 2420	Corporate Governance, Executive Compensation and the Board	
MGMT 2490	Mergers and Acquisitions	

¹ * A thesis or independent study conducted under the supervision of a Management faculty member may only be counted toward a specialization's focused 3.0 cu with permission from the undergraduate advisor, Sara Jane McCaffrey (mcsa@wharton.upenn.edu).

Other Wharton Requirements

Code	Title	Course Units
First-Year Foundations		
BEPP 1000	Introductory Economics for Business Students ¹	1
MATH 1400	Calculus, Part I	1
	or MATH 1100 Calculus for Wharton Students	
<i>Writing</i>		
	Critical Writing Seminar	1
Business		
	<i>Business Breadth (non-concentration courses)</i>	3
<i>Leadership Journey</i>		
WH 1010	Business and You	0.5
WH 2010	Business Communication for Impact	0.5
MGMT 3010	Teamwork and Interpersonal Influence	0.5
	Capstone Course/Project	0.5
<i>Fundamentals</i>		
ACCT 1010	Accounting and Financial Reporting	1
ACCT 1020	Strategic Cost Analysis	1
BEPP 2500	Managerial Economics	1
FNCE 1000	Corporate Finance	1
FNCE 1010	Monetary Economics and the Global Economy	1
LGST 1000	Ethics and Social Responsibility	1
	or LGST 1010 Law and Social Values	
MKTG 1010	Introduction to Marketing	1
OIDD 1010	An Introduction to Operations, Information and Decisions	1
STAT 1010	Introductory Business Statistics	1
STAT 1020	Introductory Business Statistics	1
<i>Global Economy, Business & Society</i>		
	One course unit required	1
<i>Technology, Innovation & Analytics</i>		
	One course unit required	1
Liberal Arts & Sciences		
<i>Foreign Language</i>		
	Second semester-level course or equivalent required	1
<i>Humanities</i>		
	At least one course unit required	1
<i>Natural Science, Math & Engineering</i>		
	At least one course unit required	1
<i>Social Science</i>		
	At least one course unit required	1
<i>Cross-Cultural Perspectives</i>		
	Three course units required ²	3
Unrestricted Electives		

Five course units required	5
Total Course Units	33

¹ For students who take ECON 0100 Introduction to Micro Economics and ECON 0200 Introductory Economics: Macro in place of BEPP 1000 Introductory Economics for Business Students of these courses can be slotted for BEPP 1000 on the worksheet. The second course may be used to fulfill a General Education Distribution or Unrestricted Elective requirement.

² Two can double-count as Humanities; Natural Science, Math & Engineering; Social Science; or Flex Gen Ed.

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.
