A concentration in management prepares students to take on major managerial challenges and responsibilities in private, public, and nonprofit organizations. Students can pursue a general management concentration or choose from specialized tracks in strategic management, multinational management, organizational effectiveness, and entrepreneurship and innovation.

For more information: https://mgmt.wharton.upenn.edu/programs/undergraduate/management-specializations/organizational-effectiveness/

Management Concentration - Organizational Effectiveness Track

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Course Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 104</td>
<td></td>
<td>1</td>
</tr>
<tr>
<td>MGMT 238</td>
<td>Organizational Behavior</td>
<td>1</td>
</tr>
<tr>
<td>or MGMT 272</td>
<td>Power and Politics in Organizations</td>
<td>1</td>
</tr>
<tr>
<td>Select two of the following:</td>
<td></td>
<td></td>
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<tr>
<td>MGMT 240</td>
<td>Group Dynamics</td>
<td>2</td>
</tr>
<tr>
<td>MGMT 241</td>
<td>Knowledge for Social Impact: Analyzing Current Issues &amp; Approaches</td>
<td></td>
</tr>
<tr>
<td>MGMT 242</td>
<td>Corporate Governance, Executive Compensation and the Board</td>
<td></td>
</tr>
<tr>
<td>MGMT 291</td>
<td>Negotiations</td>
<td></td>
</tr>
<tr>
<td>Other Wharton Requirements</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Course Units</td>
<td>37</td>
<td></td>
</tr>
</tbody>
</table>

Other Wharton Requirements

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Course Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 010</td>
<td>Introduction to Economics for Business</td>
<td>1</td>
</tr>
<tr>
<td>MATH 104</td>
<td>Calculus, Part I</td>
<td>1</td>
</tr>
<tr>
<td>or MATH 110</td>
<td>Calculus for Wharton Students</td>
<td>1</td>
</tr>
</tbody>
</table>

Writing

Critical Writing Seminar

Business

Business Breadth (non-concentration courses)

Leadership Journey

WH 101 | Business and You                                | 0.5          |
WH 201 | Business Communication for Impact               | 0.5          |
WH 301 |                                               | 0.5          |
Capstone Course/Project

Fundamentals

ACCT 101 | Accounting and Financial Reporting             | 1            |
ACCT 102 | Strategic Cost Analysis                        | 1            |
BEPP 250 | Managerial Economics                           | 1            |

FNCE 100 | Corporate Finance                              | 1            |
FNCE 101 | Monetary Economics and the Global Economy      | 1            |
LGST 100 | Ethics and Social Responsibility               | 1            |
or LGST 101 | Law and Social Values                         | 1            |

MGMT 101 | Introduction To Management                     | 1            |
MKTG 101 | Introduction to Marketing                      | 1            |
OIDD 101 | An Introduction to Operations, Information and Decisions | |
STAT 101 | Introductory Business Statistics               | 1            |
STAT 102 | Introductory Business Statistics               | 1            |

Global Economy, Business & Society

One course unit required

Technology, Innovation & Analytics

One course unit required

Liberal Arts & Sciences

Second semester-level foreign language

General Education Distribution

Select 6 courses with at least 1 course unit in each of the following categories: 6

- Humanities
- Natural Science, Math & Engineering
- Social Science

Cross-Cultural Perspectives

Select 3 courses 3

Unrestricted Electives

Select five courses 5

Total Course Units 33

1 For students who take ECON 001 Introduction to Micro Economics and ECON 002 Introductory Economics: Macro in place of ECON 010 Introduction to Economics for Business of these courses can be slotted for ECON 010 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 General Education Distribution courses.

The degree and major requirements displayed are intended as a guide for students entering in the Fall of 2020 and later. Students should consult with their academic program regarding final certifications and requirements for graduation.