OPERATIONS, INFORMATION & DECISIONS, BS: DECISION PROCESSES TRACK

The Decision Processes (DP) track establishes rigorous scientific foundations for describing, predicting, and improving the processes through which individuals and groups collect data and information, form judgments, and make decisions. This program examines descriptive theories and empirical research on human behavior that identify systematic biases in judgment and heuristics, or rules of thumb, that individuals and groups use to cope with complex decision-making and negotiations environments. It also examines the ways in which individuals and groups can make better decisions given their biases and information-processing limitations.

For more information: https://oid.wharton.upenn.edu/programs/undergraduate/decision-processes-track/

The degree and major requirements displayed are intended as a guide for students entering in the Fall of 2026 and later. Students should consult with their academic program regarding final certifications and requirements for graduation.

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 1070	Calculus: Mathematics of change, Part I	
Critical Writing Seminar		1
WRIT 0020, 0021, 0100, 0110, or 0120-0990		
Business Fundamentals		
Leadership Journey		
WH 1010	Business and You	0.5
WH 2010	Business Communication for Impact	0.5
or WH 2011	Global Business Communication for Impact	
MGMT 3010	Teamwork and Interpersonal Influence	0.5
Senior Capstone	One course with attribute WUCP required (https://catalog.upenn.edu/attributes/wucp/) [2]	0.5
Please visit https://undergrad-inside.wharton.upenn.edu/senior-capstone (https://undergrad-inside.wharton.upenn.edu/senior-capstone/) for more information.		
Fundamentals [3]		
ACCT 1010	Accounting and Financial Reporting	1
ACCT 1020	Strategic Cost Analysis	1
BEPP 2500	Managerial Economics (or Honors)	1
FNCE 1000	Corporate Finance (or Honors)	1
FNCE 1010	Monetary Economics and the Global Economy (or Honors)	1
LGST 1000	Ethics and Social Responsibility (or Honors)	1
or LGST 1010	Law and Social Values	
MGMT 1010	Introduction To Management	1
MKTG 1010	Introduction to Marketing (or Honors)	1
OIDD 1010	An Introduction to Operations, Information and Decisions	1
STAT 1010	Introductory Business Statistics (or Honors) [4]	1
or STAT 4300	Probability	
or ESE 3010	Engineering Probability	
STAT 1020	Introductory Business Statistics (or Honors)	1
or STAT 4310	Statistical Inference	
or ESE 4020	Statistics for Data Science	
Flex Fundamentals		
Global Economy, Business & Society		
One course unit with attribute WUGE required (https://catalog.upenn.edu/attributes/wuge/)		1
Technology, Innovation & Analytics		
One course unit with attribute WUTI required (https://catalog.upenn.edu/attributes/wuti/)		1
Liberal Arts & Sciences		**7**
Foreign Language Requirement		
Two semesters at the beginner level of a language other than English or demonstration of equivalent proficiency required [5]		
Humanities		
One course unit with attribute WUHM required (https://catalog.upenn.edu/attributes/wuhm/)		
Natural Science, Math & Engineering		
One course unit with attribute WUNM required (https://catalog.upenn.edu/attributes/wunm/)		
Social Science		
One course unit with attribute WUSS required (https://catalog.upenn.edu/attributes/wuss/)		
Flexible Gen Ed		
Three course units of approved undergraduate coursework taken outside of Wharton required		
Cross-Cultural Perspectives		
Three course units with substantial cross-cultural content required [6]		
Business Breadth		
Three upper-level course units from three different Wharton departments outside of the student's concentration required. Please visit https://undergrad-inside.wharton.upenn.edu/business-breadth (https://undergrad-inside.wharton.upenn.edu/business-breadth/)/ for details.		3
Unrestricted Electives		
Five course units required [7]		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: one of these courses can be used to satisfy BEPP 1000 on the degree audit. The second course may be used to fulfill a Liberal Arts & Sciences or Unrestricted Elective requirement.

[2] Beginning with capstones offered in Fall 2027, all students must complete all business fundamentals as a prerequisite for the senior capstone, in addition to the Leadership Journey courses and any other required prerequisite course(s).

[3] Course numbers for honors business fundamentals are: BEPP 2508 Managerial Economics, FNCE 1008 Corporate Finance (Honors), FNCE 1018 Monetary Economics and the Global Economy (Honors), LGST 1008 Ethics and Social Responsibility, LGST 1018 Law and Social Values, MKTG 1018 Introduction to Marketing, STAT 1018 Introductory Business Statistics, and STAT 1028 Introductory Business Statistics.

[4] Dual-degree students majoring in SSE (Systems Science Engineering) and EE (Electrical Engineering) must take ESE 3010 Engineering Probability and ESE 4020 Statistics for Data Science.

[5] Courses taken at Penn that satisfy the Foreign Language requirement may double-count as Humanities or Flexible Gen Ed.

[6] Up to one course may be on U.S. cultural diversity. Please see course attribute WUCN for a list of non-U.S. courses and WUCU for a list of U.S. courses. Two CCP course units may double-count as Humanities; Natural Science, Math & Engineering; Social Science; or Flexible Gen Ed.

[7] Students pursuing a second concentration may apply three course units of concentration courses to Unrestricted Electives.

Operations, Information & Decisions - Decision Processes Track

Code	Title	Course Units
OIDD 2900	Decision Processes	1
OIDD 2910	Negotiations	1
Complete two course units of Decision Processes electives		2
OIDD 2000	Grit Lab: Fostering Passion and Perseverance in Ourselves and Others (SNF Paideia Program Course)	
OIDD 2210	Optimization and Analytics (Formerly OIDD 3210)	
OIDD 2610	Climate Risks and Opportunities	
OIDD 2920	Advanced Negotiation	
OIDD 2990	Judgment & Decision Making Research Immersion	
OIDD 3190	Advanced Decision Systems: Evolutionary Computation	
OIDD 4690	Information Strategy and Economics	
BEPP 2840	Game Theory for Business and Life	
MGMT 2380	Organizational Behavior	
MGMT 2950	Synchrony at Work	
FNCE 2390	Behavioral Finance [1]	
MKTG 2110	Consumer Behavior	
MKTG 2370	Applied Neuroscience for Business Decisions	
MKTG 2380	Consumer Neuroscience	
PSYC 2737	Judgment and Decisions (PPE 153)	
PSYC 2750	Behavioral Economics and Psychology	
Other Wharton Requirements		33
Total Course Units		**37**

[1] If FNCE 4030 (1 CU) is taken to fulfill the capstone course requirement worth 0.5 cu, the remaining 0.5 cu can count towards the concentration.

Course	Title	Course Units
First Year		
Fall		
BEPP 1000	Introductory Economics for Business Students	1
WH 1010	Business and You	.5
Math or Statistics Course		1
2-3 Other Courses		2
	Course Units	**4.50**
Spring		
Math or Statistics Course		1
Two Business Fundamentals Courses		2
1-2 Other Courses		2
	Course Units	**5.00**
Second Year		
Fall		
WH 2010	Business Communicat for Impact	0.5
2-3 Business Fundamentals		2
1-2 Other Courses		2
	Course Units	**4.50**
Spring		
2-3 Business Fundamentals		3
1-2 Other Courses		2
	Course Units	**5.00**
Third Year		
Fall		
MGMT 3010	Teamwork and Interpersonal Influence	0.5
Courses towards Concentration and other Remaining Requirements		4
	Course Units	**4.50**
Spring		
Courses towards Concentration and other Remaining Requirements		4.5
	Course Units	**4.50**
Fourth Year		
Fall		
Leadership Journey Capstone and Courses towards other Remaining Requirements		4.5
	Course Units	**4.50**

Spring		
Courses towards Remaining Requirements		4.5
	Course Units	**4.50**
	Total Course Units	**37.00**