

# LEADING ACROSS DIFFERENCES, MBA

The **Leading Across Differences** major requires four credit units beyond the required Wharton core. MGMT classes in the required Wharton core are non-waivable and include MGMT 6100 (Foundations of Teamwork and Leadership, 0.5 cu) as well as your choice of MGMT 6110 (Managing the Established Enterprise) or MGMT 6120 (Managing the Emerging Enterprise) or MGMT 6130 (Managing the Established Enterprise, WEMBA only). All credit units for the major must be taken for a letter grade.

**For more information:** <https://mgmt.wharton.upenn.edu/programs/mba/lad-major/>

## Curriculum

Code	Title	Course Units
<b>Leading Across Differences Major Requirements</b>		
At least 1.5 credit units must come from these foundational courses:		1.5
MGMT 6710	Executive Leadership	
LGST 6420	Big Data, Big Responsibilities: Toward Accountable Artificial Intelligence	
MGMT 6240	Leading Across Cultural and Relational Differences	
MGMT 7280	Navigating Difficult Conversations in Business and Beyond	
MGMT 7720	Power and Politics in Organizations	
MGMT 7940	Understanding Careers and Executive Labor Markets	
The remaining 2.5 credit units may also be selected from these courses:		2.5
LGST 8080	Employment Law	
MGMT 6910/ LGST 8060/ OIDD 6910	Negotiations	
MGMT 7730	Managing Organizational Change	
MGMT 7860	Reforming Mass Incarceration and the Role of Business	
MGMT/OIDD 7930	People Analytics	
MGMT 7900	WORKS Immersion (Prison Education)	
OIDD/MGMT 6900	Managerial Decision Making	
OIDD 6930	Influence	
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>

## 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 6165	Entrepreneurial Communication	

**Second Year Requirement:**

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.

**Total Course Units** 9.5

<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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**Total Course Units** **3**

<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