

# **MBA Program for Executives San Francisco**

**The Wharton School  
University of Pennsylvania**

**Catalogue  
2025-2027**



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**Name of Institution:** University of Pennsylvania, The Wharton School

**Program:** MBA Program for Executives – San Francisco

**Physical Addresses:**

<b><i>San Francisco Campus</i></b>	<b><i>Philadelphia Campus</i></b>
University of Pennsylvania The Wharton School   San Francisco 2 Harrison Street 6 <sup>th</sup> Floor San Francisco, CA 94105	University of Pennsylvania The Wharton School MBA Program for Executives 255 South 38 <sup>th</sup> Street Steinberg Conference Center Philadelphia, PA 19104

**Address where classes are held:**

University of Pennsylvania  
The Wharton School | San Francisco  
MBA Program for Executives  
2 Harrison Street  
6<sup>th</sup> Floor  
San Francisco, CA 94105

**Telephone:** 415-267-6300

**Fax:** 415-369-0598

**Website:** <https://executivemba.wharton.upenn.edu/sanfrancisco-campus/>

**Accreditation:** AACSB International and Middle States Commission on Higher Education.

**Degree granted at the completion of the program:** Master of Business Administration

Catalogue effective 05/24/2025 through 05/15/2027

A new catalogue is updated and produced each year for the incoming class.

The information contained in this catalogue is true and correct in content and policy.



Adrian Caro, Executive Director

5/8/2025

Date

As a prospective student, you are encouraged to review this catalogue prior to signing an enrollment agreement. You are also encouraged to review the School Performance Fact Sheet, which must be provided to you prior to signing an enrollment agreement.

Once matriculated, the WEMBA Student Resource Guide assists Executive MBA students in getting to know Wharton and their academic community.

The Wharton Graduate Student Resource Guide (<https://mba-inside.wharton.upenn.edu/>) is written for all MBA students.

All Wharton students are required to know and comply with the policies, procedures, guidelines, and information in their respective handbook.

The Wharton MBA for Executives Resource Guide: Please note that the MBA for Executives Resource Guide complements the information in the MBA Resource Guide, which contains more detail.

The Catalogue is provided to prospective students and the general public when requested via the web: <https://executivemba.wharton.upenn.edu/additional-information-california-programs/>

The Wharton School of the University of Pennsylvania, operating a campus in California, is a private institution, and it is approved to operate by the California Bureau for Private Postsecondary Education (the "Bureau"). The Bureau's website can be found at [www.bppe.ca.gov](http://www.bppe.ca.gov). The Wharton School's approval to operate as a private postsecondary school in the State of California is based on provisions of the California Private Postsecondary Education Act (CPPEA) of 2009, which was effective January 1, 2010. The Act is administered by the Bureau for Private Postsecondary Education under the Department of Consumer Affairs.

#### **NOTICE CONCERNING THE TRANSFERABILITY OF CREDITS AND CREDENTIALS EARNED AT OUR INSTITUTION**

The transferability of credits you earn in the MBA Program for Executives at The Wharton School is at the complete discretion of the institution to which you may seek to transfer. Acceptance of the degree, diploma, or certificate you earn in Masters of Business Administration is also at the complete discretion of the institution to which you may seek to transfer. If the credits, degree, diploma, or certificate that you earn at this institution are not accepted at the institution to which you seek to transfer, you may be required to repeat some or all of your coursework at that institution. For this reason, you should make certain that your attendance at this institution will meet your educational goals. This may include contacting an institution to which you may seek to transfer after attending The Wharton School to determine if your credits or degree, diploma, or certificate will transfer.

#### **NOTICE CONCERNING STUDENT TUITION RECOVERY FUND**

"The State of California established the Student Tuition Recovery Fund (STRF) to relieve or mitigate economic loss suffered by a student in an educational program at a qualifying institution, who is or was a California resident while enrolled, or was enrolled in a residency program, if the student enrolled in the institution, prepaid tuition, and suffered an economic loss.

You are not eligible for protection from the STRF if you are not a California resident or are not enrolled in a residency program.”

It is important that you keep copies of your enrollment agreement, financial aid documents, receipts, or any other information that documents the amount paid to the school. Questions regarding the STRF may be directed to the Bureau for Private Postsecondary Education, 1747 North Market, Suite 225 Sacramento, CA 95834, (916) 431-6959 or (888) 370-7589.

To be eligible for STRF, you must be a California resident or are enrolled in a residency program, prepaid tuition, and suffered an economic loss as a result of any of the following:

1. The institution, a location of the institution, or an educational program offered by the institution was closed or discontinued, and you did not choose to participate in a teach-out plan approved by the Bureau or did not complete a chosen teach-out plan approved by the Bureau.
2. You were enrolled at an institution or a location of the institution within 120 days before the closure of the institution or location of the institution or were enrolled in an educational program within the 120-day period before the program was discontinued.
3. You were enrolled at an institution or a location of the institution more than 120 days before the closure of the institution or location of the institution in an educational program offered by the institution as to which the Bureau determined there was a significant decline in the quality or value of the program more than 120 days before closure.
4. The institution has been ordered to pay a refund by the Bureau but has failed to do so.
5. The institution has failed to pay or reimburse loan proceeds under a federal student loan program as required by law or has failed to pay or reimburse proceeds received by the institution in excess of tuition and other costs.
6. You have been awarded restitution, a refund, or other monetary award by an arbitrator or court, based on a violation of this chapter by an institution or representative of an institution, but have been unable to collect the award from the institution.
7. You sought legal counsel that resulted in the cancellation of one or more of your student loans and have an invoice for services rendered and evidence of the cancellation of the student loan or loans.

To qualify for STRF reimbursement, the application must be received within four (4) years from the date of the action or event that made the student eligible for recovery from STRF.

A student whose loan is revived by a loan holder or debt collector after a period of non-collection may, at any time, file a written application for recovery from STRF for the debt that would have otherwise been eligible for recovery. If it has been more than four (4) years since the action or event that made the student eligible, the student must have filed a written application for recovery within the original four (4) year period, unless the period has been extended by another act of law.

However, no claim can be paid to any student without a social security number or a taxpayer identification number.”

#### **ADDITIONAL NOTICES**

Any questions a student may have regarding this catalogue that have not been satisfactorily answered by the institution may be directed to the Bureau for Private Postsecondary Education at *1747 N. Market Blvd. Ste 225 Sacramento, CA 95834* or *P.O. Box 980818, West Sacramento, CA 95798-0818*, [www.bppe.ca.gov](http://www.bppe.ca.gov), (888) 370-7589 or by fax (916) 263-1897.

A student or any member of the public may file a complaint about this institution with the Bureau for Private Postsecondary Education by calling (888) 370-7589 or by completing a complaint form, which can be obtained on the bureau's internet Web site [www.bppe.ca.gov](http://www.bppe.ca.gov).

The Wharton School, University of Pennsylvania does not have a pending petition in bankruptcy, is not operating as a debtor in possession, has not filed a petition within the preceding five years, and has not had a petition in bankruptcy filed against it within the preceding five years that resulted in reorganization under Chapter 11 of the United States Bankruptcy Code (11 U.S.C. Sec. 1101 et seq.).

### **The MBA Program for Executives Learning Environment Core Values**

Learning is an active experience at Wharton, emphasizing the collective exploration of intellectually challenging ideas. While our courses employ a variety of pedagogical approaches, the following values lie at the core of the classroom learning experience:

#### **Leadership**

Making a difference in our school and society.

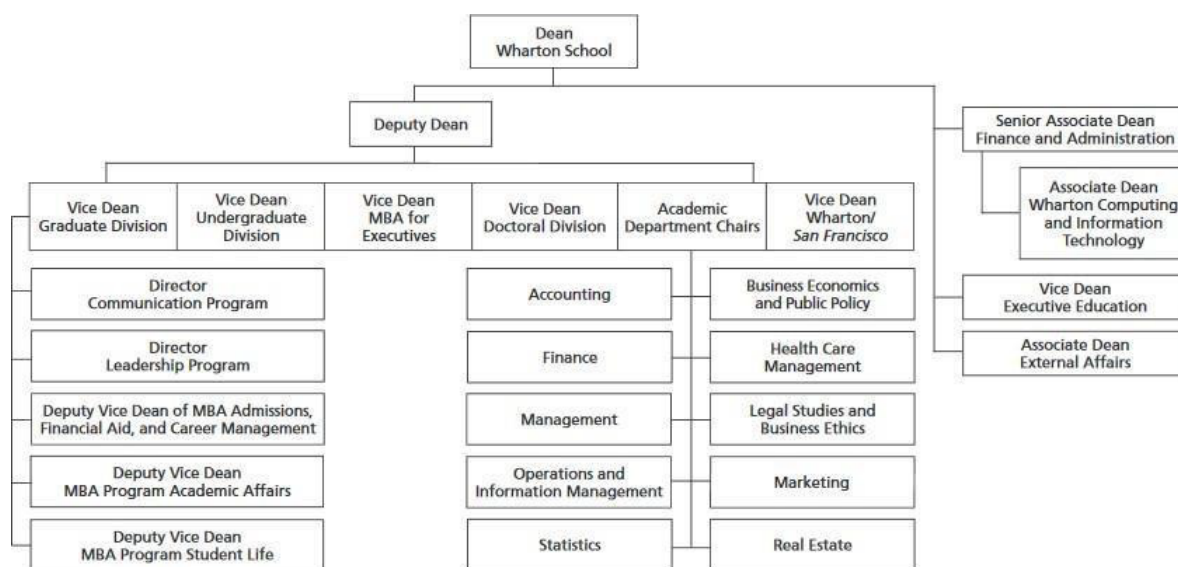
#### **Integrity**

Acting with fairness and authenticity.

#### **Community**

Upholding individual humility and collective pride.

## **School Governing Body, Administrators, and Faculty**



### **Owner**

University of Pennsylvania

Larry Jameson, Interim President

### **Directors**

Mauro Guillén, Vice Dean

Richard Waterman, Deputy Vice Dean

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## **Administrative Officials**

Adrian Cario

415-212-3837

[cario@wharton.upenn.edu](mailto:cario@wharton.upenn.edu)

## **Faculty**

**For information on individual faculty member's qualifications, please see:**

<https://www.wharton.upenn.edu/faculty-profiles/>

Allon, Gad Amit,  
Raffi  
Bailey, Elizabeth  
Barad, Seth  
Bishop Lane, Peggy  
Blouin, Jennifer  
Bodnar, Gordon  
Burns, Robert  
Bushee, Brian  
Cappelli, Peter

Hsu, David  
Huang, Laura  
Ittner, Chris  
Iyengar, Raghu  
Kahn, Barbara  
Kaiser, Kevin  
Kapoor, Rahul  
Katalan, Ziv  
Lambert, Richard  
Macduffie, John Paul  
Marciano, Sonia  
Massey, Cade  
Maugeri, Carl  
Meyer, Robert  
Mohan, Ashley

Chalfin, Robert  
Chandan, Sameer  
Chaudhuri, Saikat  
Collom, Doug  
Cornwall, Kris  
Day, George  
Donaldson, Thomas  
Emanuel, Ezekiel  
Erickson, David  
Fader, Peter  
Mollick, Ethan  
Mumma, Paul  
Musto, David  
Nair, Vinay  
Niedermeier, Keit  
Pottruck, David  
Raju, Jagmohan Reibstein,  
David  
Robertson, David  
Rockefeller, Glenn  
Rossiter, Matthew  
Sammut, Steve  
Sarig, Oded  
Siggelkow, Nicolaj  
Sinai, Todd

Fernald, John  
Fitzgerald, Michael  
Friedman, Stewart  
Geczy, Chris  
Gibbons, Mike  
Guay, Wayne  
Gultekin, Bulent  
Harrington, Scott  
Hammer, Sarah  
Hernandez, Exequiel  
Singh, Harbir  
Smetters, Kent  
Srinivasaraghavan, Rajesh  
Taheripour, Mori  
Taylor, Lucian  
Terwiesch, Christian  
Ulrich, Karl  
Useem, Michael  
Veeraraghavan, Senthil  
Wang, Wei  
Waterman, Richard  
Williams, Patti  
Wessels, David  
Yilmaz, Bilge  
Zhao, Minyun

## Entrance Requirements

Entrance into the Wharton School's MBA Program for Executives requires that prospective students complete an application, submit two online letters of recommendation, answer three essay questions, send official transcripts, and pay an application fee of \$200, take the GMAT, GRE, or EA (no more than five years old), possess a bachelor's degree, have a virtual interview with an admissions team member, and maintain full-time employment throughout the program. The prospective student must secure sponsorship from their organization for time away from work to attend classes as described by the class calendar and may also have financial sponsorship as well. Traditional candidates should have at least eight years of full-time work experience; less experienced candidates may be considered as a Fellows candidate. For more details on Fellows candidate requirements, please go to the admissions website: <https://executivemba.wharton.upenn.edu/emba-sponsorship/>. Each person is accepted based on the admissions committee's decision that the individual has the potential for success in the program.

We would like our students to have the four core competencies in English (reading, writing, speaking, and listening). All our courses are conducted in English. All applicants whose native language (language first learned and spoken at home) is not English, or who did not complete a degree from an institution where English was the language of instruction, are required to take the TOEFL, PTE, or IELTS. If you earned a bachelor's or master's degree from an institution at which English is the language of instruction, the test may be waived. Because The MBA Program for Executives is a cohort-based program, no transfer credit is accepted. There are no transfer credit agreements with any other institution.

## Instructional Facility and Access to Library Resources

The school's physical address is 2 Harrison Street, Sixth Floor, San Francisco, California 94105. The campus consists of 34,700 square feet of classrooms, offices, and conference-room-style study rooms on one floor. There are 18 conference-room-style group study rooms, one conference room, three classrooms, nine administrative offices, six faculty offices, and 15 administrative desk spaces. Four restrooms are in the middle and rear of campus, and a dining room is on the premises. Student-utilized spaces contain teaching equipment sufficient to meet educational needs. The maximum capacity of each type of student-utilized space is as follows:

- Classroom 615 – 65
- Classroom 612 – 65
- Classroom 660 – 148
- Dean's Conference Room – 14
- Group Study Room – 6
- Dining Room – 159

Students of the MBA Program for Executives live and work beyond the University environment. Student access to library resources is available through electronic services, database access, and support from business school librarians, as well as in person when on the Philadelphia campus. Physical presence on the University of Pennsylvania campus is not required to access materials.



# The Lippincott Library of the Wharton School

West Wing of Van Pelt-Dietrich Library Center: [www.library.upenn.edu/lippincott](http://www.library.upenn.edu/lippincott)

The Lippincott Library of the Wharton School is the business research library serving Wharton and the University of Pennsylvania community. Located in the Van Pelt-Dietrich Library Center, Lippincott features state-of-the-art electronic resources for both on-site and remote use — over 100 business databases, with access to data, journals, news sources, analyst reports, and more; reference and research consultation services, and specialized research training sessions. Lippincott Library is an invaluable resource for those preparing research projects, class presentations, entrepreneurial projects, and job searches.

## The Facility

Lippincott Library is housed on the second and third floors of the west wing of the Van Pelt -Dietrich Library Center. The Safra Business Research Center, located on the second floor, provides a beautifully designed environment for general study and using the Library's electronic resources. The Yablon Financial Resources Lab is a 16-seat classroom with Bloomberg and S&P Capital IQ terminals, an ideal space for working on finance projects.

Lippincott Directory

Research Help: 215-898-5924

Course Reserves: 215-898-5926

Email: [lippincott@wharton.upenn.edu](mailto:lippincott@wharton.upenn.edu)

Business FAQ: <https://faq.library.upenn.edu/business>

## Libraries at Penn

The University Library that Benjamin Franklin founded — one of the first in the country — is the only Penn institution to have been in continuous operation since 1750. Today, Penn Libraries consist of fourteen libraries, each designed to serve the knowledge and information needs of Penn's schools and research centers.

## General Career Management Resources

During your two-year program, a variety of professional career development programs will be available to you. Wharton's MBA for Executives Career Services include skill development, such as networking, social media, and industry and company research, as well as panel and speaker presentations covering various topics relevant to today's marketplace and student interests. The program does not have job placement services. Our general career management services begin in your second term and include:

- Career assessment and planning
- Individualized career coaching and advising
- Online career resources available 24/7
- Resume review
- Interview preparation
- Planning long-term career strategies
- The Wharton Job Board (for non-sponsored students)
- Job search action groups and resources

# Policies

## **Enrollment Policy**

Students may enroll in the program based on offer of admission no later than one week prior to Orientation Week of the newly admitted cohort.

## **Credit Evaluation Policy**

### **Waiving A Course**

Most of the first year is spent building skills in the core business areas of accounting, management, marketing, finance, etc. Some students already have deep and recent knowledge in one or more of these disciplines through prior coursework or experience on the job. Students who have expertise in a core course area should consider waiving the relevant course if permitted by the instructor. Students who waive will have the option to conduct an Independent Study project or take a second-year elective in lieu of the waived course. Students who waive a core course are the only first-year students permitted to take electives with the second-year class. Such a substitution is subject to approval by the elective instructor, as well as your program office. To be eligible, the student must satisfy all prerequisites for the elective class and must be able to attend all classes on the second-year schedule.

**There are two ways to waive core classes:**

#### **1. Waive by credential**

- Students may waive by credential if permitted by the academic department and if evidence can be provided of significant recent (within the last three years) coursework, or coursework with ongoing experience in the discipline. For example, CPAs should probably waive the Financial Accounting course offered in the summer term. If you have an undergraduate degree with a major in accounting, with grades of B or better in all introductory or intermediate financial accounting courses at an accredited college or university (not tax, auditing, advanced financial or managerial or cost accounting) you may also be eligible to waive by credential.

#### **2. Waiver exams**

- If you cannot waive a course by credential but feel that taking the course would be redundant, we suggest that you request the waiver exam if one is offered. Contact your program office to confirm this. Waiver exams must be taken before the class you are attempting to waive begins.

There is no charge to the student to take a waiver exam or to waive a course.

Students who successfully waive any core course must still complete 19 units of credit in the Wharton MBA Program for Executives. Those students complete other elective courses of interest during the program to meet the degree requirements. The student does not earn Wharton credit for the previous coursework or experience. Because the MBA Program for Executives is a cohort-based program, no transfer credit is accepted.

## **Attendance Policy**

Learning is a collaborative process. MBA Program for Executives students are admitted in part because of the experiences they bring to the community and what they can add to class discussions. As such, attendance is an important aspect of the Wharton commitment and classroom attendance is mandatory. In addition, late arrival is disruptive to the learning environment, so punctuality is expected. If a student misses more than two days in any

one term, he/she will be placed on administrative watch and may be subject to suspension from the Program for that term. If a student misses a class, it is his/her responsibility to contact the MBA Program for Executives office and faculty prior to that absence and to follow up directly with faculty to cover any missed assignments. If for a medical or family emergency you must unexpectedly miss class, a video recording of classes can be arranged (contact your program office) with the professors' approval. It is not an option for you to take classes remotely. Student class participation is an important part of the learning process and being present in class is a necessary component to that participation.

Faculty are the final arbiters of who enters and remains in their classes. If a student's presence has become disruptive to the class, the instructor can request that the MBA Program for Executives Program Office remove the student from the course roster. Some faculty may also require the student's attendance in a minimum number of sessions to remain enrolled in the course. It is the student's responsibility to find out in advance if the course has such a requirement. Most professors choose to base part of your course grade on attendance or participation and have a limit on the number of classes you may miss. If you find it necessary to miss a class or turn in written work late because of illness or a family emergency, you should speak with the instructor.

Students may not miss any time in an on-campus course to attend a course held off-campus, including Global Modular Courses and Domestic Modular courses. This may limit a student's ability to enroll in these global courses depending on the academic calendar for their class.

## **Grading Policy**

1. Wharton's MBA courses are graded on a traditional letter grade system of A through F, with + and – distinctions. The letter grades carry the usual point values A=4, B=3, C=2, D=1, F=0. The +'s and –'s trisect the interval between full letter grades; i.e., a '+' grade will be 0.33 above the full grade value and a '-' grade 0.33 below. A+'s are allowed but still carry a 4.0-point value, a University of Pennsylvania policy.
2. For MBA classes with an MBA enrollment of 20 or more at the conclusion of the course, the class MBA Grade Point Average (CMGPA) may not exceed 3.50. This upper limit CMGPA is raised by 0.04 for every enrollment count below 20. CMGPA is defined as the average point value of the grades assigned to all MBA students in a class who are governed by this grading system.
3. While the grades A+ through D- are relative performance indicators (i.e., they depend on how other students in the class perform), the F grade is based on an absolute performance standard in every course.
4. The F grade does not earn credit toward graduation. Students who receive an F in a core course are required to re-enroll in the course and obtain a passing grade in order to graduate unless an alternate remedy is deemed appropriate by the instructor. The courses in which students receive F grades are counted toward the maximum course load for tuition purposes and F grades remain on the transcript.
5. Incompletes: Grades of Incomplete are given at the discretion of the instructor when, on the basis of work completed, the student is doing passing work, but some requirement of the course (e.g., exam or paper) is not completed. All Incomplete grades not removed from a student's record by the end of the first four weeks in the following regular semester shall be converted automatically to F. For example, a grade of Incomplete earned in the spring semester must be removed by the end of the fourth week of the following fall semester. Grades of Incomplete are changed to permanent grades by the instructor, who submits a change-of-grade upon completion of course requirements. Any Incomplete grade automatically converted to F will be presumed to be an F earned in the semester the student was registered for the course. This could cause a student to be retroactively placed on probation or be dismissed from the program.
6. Pass/Fail Option: Each student may take up to one elective course unit on a Pass/Fail basis each semester. Pass grades will be excluded from individual GPA calculations. Fail grades will be included. Courses taken Pass/Fail cannot be counted towards MBA majors. (Please note that courses which may only be taken on a Pass/Fail basis, such as MGMT 656 (GIP) and MGMT 891 (offered in conjunction with CPT), do not count toward the one credit unit limit for Pass/Fail courses.)

7. Students who withdraw from courses after the semester has begun will receive a grade of "Withdrawn" (W) under the following circumstances. The MBA Program has two drop deadlines, the *drop/add deadline* and the *final day to drop deadline*. If a course is at capacity as of the *drop/add deadline*, then withdrawing from a course after that date will warrant a "W" on the transcript for holding a seat that a classmate may have used. Withdrawing from a course after the *final day to drop deadline*, will warrant a "W" on the transcript and the course unit will be counted towards the 21 CU maximum course load. Students cannot withdraw from a course once the last class session has begun.
8. Re-grade requests: Students who believe that there are errors in the grading of an assignment, exam, or any other course component may request that their instructor re-grade that component. These requests should be made as soon as possible and must comply with the requirements and time limits set by the course instructor. If the student is unable to resolve the matter with the instructor, the student may raise the matter only with the department chair. Please note, it is within the exclusive province of the instructor to exercise academic judgment in relation to their course and the chair cannot simply substitute their judgment for the academic judgment of the instructor. Students should be aware that, because of the cumulative GPA limit, a change in one student's grade can affect another student's grade.

## **Academic Performance Standards**

Minimum academic standards are maintained in the following manner:

### **A. Academic Probation**

A student will be placed on academic probation upon reaching any one of the following conditions: (1) receive two grades of F in any grading period or (2) have a semester Wharton GPA that is less than 2.67 in any of the first three semesters. Students placed on probation as a result of their performance in a given semester will be removed from academic probation when they do not satisfy either of the conditions for probation in a subsequent semester.

Once a student is notified, they are required to meet with their academic adviser within two weeks and develop a plan to succeed. This includes reviewing the course load, the balance between non-academic and academic activities, as well as other personal interests and needs. The student's plan must be in writing. Failure to develop a plan within two weeks after being notified may result in a course registration hold, a suspension of school-sanctioned leadership roles, or a limit on career management services.

### **B. Dismissal**

Any of the following academic conditions will lead to dismissal from the MBA program during or at the end of the first year: (1) receiving three grades of F in any grading period or in any two contiguous grading periods during the first year; (2) receiving two grades of F while on academic probation during the first year; (3) having a semester Wharton GPA that is less than or equal to 2.33 for both semesters of the first year; or (4) having 5 CU of Wharton courses with a grade less than or equal to 2.33 (C+ or lower) at the end of the first year. In addition, a student will be dismissed if they fail to meet the second-year graduation requirements within the allotted time frame, which is discussed in (c).

### **C. Second-year Graduation Requirement**

In order to graduate, 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. Students who fail to satisfy the second-year graduation requirements must successfully complete remedial work as determined by the relevant Program Office in conjunction with the MBA Executive Committee in order to graduate. Students who do not complete the remedial work within the time frame established by the relevant Program Office in conjunction with the MBA Executive Committee will be dismissed from the MBA program.

#### D. Appeal

A student who is dismissed from the program for academic or other reasons may appeal the decision by writing to the Chair of the MBA Executive Committee within seven days of receiving the notice. Upon receipt of the request, the committee will convene a hearing and give the student seven days advance notice. All MBA Executive Committee decisions are final. There is no further appellate body.

#### E. Definitions

The *Wharton GPA* is based on the letter grades received in Wharton MBA courses. Thus, the GPA reflected on the transcript may not equal the Wharton GPA as the transcript GPA reflects all coursework taken at the University of Pennsylvania. A *grading period* may be a quarter or a semester. *Contiguous grading periods* are those immediately adjacent to each other. A *semester* refers to fall and spring semesters. The two summer terms combined shall be considered a *semester* if the student carries a full-time course load in the summer. Students are considered to be in their *first year* through the end of their first two full-time semesters in the MBA program. Lauder students and three-year JD/MBA students are considered to be in their *first year* through the end of their first three full-time semesters, including their first summer term and the subsequent two semesters of full-time residency.

#### Leave of Absence

If you need to interrupt the normal two-year course of study in the MBA Program for Executives Program, you must request a leave of absence by writing a letter to the Director of the MBA Program for Executives stating the reason for the request and the length of the expected absence. Depending on the circumstances, a leave of absence may be granted for a term or a full academic year. The Program office only grants leave to students in good academic standing. The Program office handles requests for extension of the leave on a case-by-case basis. The maximum total duration for a leave of absence from the MBA Program is five years.

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## Wharton MBA Code of Ethics

*Members of the Wharton community are expected to uphold the highest ethical standards. The MBA student body has articulated the following guidelines, approved by vote in the Spring of 1989 and amended by vote in the Spring of 2005.*

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### Preamble

The mission of the Wharton School Graduate Division Code of Ethics ("Code") is to promote the growth of ethically responsible business managers at the Graduate Division of the Wharton School ("Wharton") through adherence to the highest standards of academic integrity and overall ethical conduct, to develop a sense of individual responsibility on the part of each member of the Wharton community to participate actively in maintaining such standards, to foster an environment of honor and trust within the Wharton community, and to engender respect for the ethical standards of the Wharton graduate. Fulfilling this mission is a collective responsibility of the members of the Wharton community.

While representing himself or herself as a member of the Wharton community, the Wharton student will maintain the highest standards of honesty and integrity. The student will strive for these standards in his or her representations, academic pursuits, and respect for the property and individual rights of others; will uphold the specific principles described in the Code; and will actively support the Code. Standing in the Wharton community will be subject to adherence to these basic principles of ethics.

The Code will be administered and maintained by a Wharton Graduate Division Ethics Committee ("Ethics Committee"), comprised of students chosen to represent their colleagues. Administration of the Code is subject to review by the Graduate Division Administrators and the Wharton Faculty according to the procedures indicated below.

## **SPECIFIC STANDARDS**

### **Representations**

The Wharton student is expected to represent himself or herself honestly in all oral or written statements. The student will not misrepresent any material fact to other students, faculty, staff, prospective employer, or anyone else while representing himself or herself as a member of the Wharton community, especially through, but not limited to:

- Lying to prospective employers, either directly through oral or written statements or indirectly through misrepresentation of background in resume;
- Misrepresenting any material fact on a Wharton application, financial aid form, or other official document;
- Lying to a fellow student, a faculty member, or an administrator in order to gain preferential treatment; or
- Misrepresenting the originality of one's work, including failure to cite the contributions of another (plagiarism)

### **Academic Pursuits**

The Wharton student is expected to represent his or her academic product honestly and fairly. The student will not use any dishonest method to gain an unfair advantage over other students in academic pursuits, especially through, but not limited to:

- Giving or receiving any unauthorized aid on an assignment or exam, including working in groups on any assignment that has been designated as individual by the professor;
- Failure to comply with the academic guidelines established by the instructor for assignments;
- Continuing to write after time has been called on an exam; or
- Submitting for credit substantially the same work done for another assignment, either academic or professional, except with prior approval of the instructor. In the absence of clear guidelines regarding an assignment, presentation, examination, or other academic submission, the Wharton MBA student is expected to seek any and all necessary clarification from the instructor.

### **Property**

The Wharton student is expected to respect the materials, data, and property of other members of the Wharton community and visitors to the Wharton School. The student will not misuse or misappropriate the materials, data, or other property of another, especially through, but not limited to:

- Accessing, removing, or destroying any information, materials, or other property from another student's or student organization's premises, locker, computer files, or mail folder without prior permission;
- Accessing or removing without prior permission or hiding or destroying any corporate records, files, job postings, or academic materials from the library, the Career Management Office, or any other administrative office;
- Divulging or distributing proprietary or confidentially provided information obtained for class assignments, or
- Utilizing for commercial gain any material provided to Wharton specifically and restrictively for educational purposes without prior permission of the provider.

## **Individual Rights**

The Wharton community is committed to an environment free from discrimination and harassment of any kind. The Wharton student is expected to respect the individual rights of others. Specifically, Wharton students will observe the University of Pennsylvania policies against harassment and discrimination. Any complaint of a violation of these policies brought to the attention of the Ethics Committee will be referred to the appropriate body of original jurisdiction within the University.

## **STANDING IN THE COMMUNITY**

A student who accepts and adheres to the standards discussed above will remain in good ethical standing within the Wharton community. If a student fails to adhere to the Code, the student may be sanctioned only with respect to his or her relationship with the Graduate Division of the Wharton School. Any sanction will be enacted upon the recommendation of the Ethics Committee at the discretion and action of the Vice Dean of the Wharton Graduate Division ("Vice Dean") or his/her designate ("designate").

Any sanction must bear a reasonable relationship to the severity of the breach involved. Appropriate sanctions include but are not limited to the following: Letter of Reprimand, Probation, Suspension, and Expulsion; in addition, the Ethics Committee may also recommend grade modification or exclusion from specified extracurricular activities.

If the final determination in a hearing under the Code is in favor of the accused, no record of the complaint or of the related hearing will be made in the official file of the student as maintained by the Wharton Graduate Division. The Vice Dean or designate will render a written decision on the recommendations of the committee in a timely fashion.

## **ADMINISTRATION OF THE CODE**

### **Composition of the Ethics Committee**

The Ethics Committee will comprise no fewer than nine and no more than eighteen Wharton MBA students elected by the Wharton MBA student body. Nominations for these positions will be accepted from MBA students in the form of a statement of intent submitted to the Ethics Committee. The sitting Ethics Committee will determine the rules for the election and reserves the right to reject any statement of intent that fails to meet their established requirements. Candidates who receive the most votes in a vote open to all Wharton MBA students will constitute the new Ethics Committee. The Ethics Committee will select an appropriate number of Ethics Liaisons ("liaisons") from the matriculating first-year class during their first semester. These liaisons will assist the Ethics Committee in fulfilling its responsibilities including fostering awareness of ethical issues in the marketplace, promoting education about the Code, the Ethics Committee, and the Ethics curriculum to the greater Wharton community, and performing other roles designated by the Ethics Committee as appropriate. The liaisons are not members of the committee and shall not sit for hearings under any circumstances.

The Ethics Committee shall also elect from among its members two co-Chairpersons, a minimum of one Code Advocate, and any other officers the Committee deems necessary to carry out its responsibilities. These officers of the Committee shall execute the responsibilities articulated by the Procedures of the MBA Code of Ethics ("Procedures"), and any other duties delegated to them by the Committee at large.

### **Responsibilities of the Ethics Committee**

The Ethics Committee will be responsible for hearing complaints under the Code. Five members of the Ethics Committee will sit for a hearing, with the Code Advocate serving to investigate the complaint and present any evidence. Hearings will be conducted according to procedures maintained by the Ethics Committee and available to all students upon request.

The Ethics Committee is also responsible for promulgating the standards specified in the Code, for encouraging responsible conduct by Wharton students, for acting as liaison to the Wharton Faculty and administration on matters related to the Code, and for developing any necessary modifications of the Code. Any changes to the Code must be approved by a majority of those voting in a special referendum open to all Wharton MBA students.

Hearings are not intended to be juridical in nature. The committee will determine how and where intent and state-of-mind fit into the proceedings at its discretion.

### **Complaints**

Any member of the Wharton community wishing to complain of a breach of the Code may submit their complaint in writing to any member of the Ethics Committee, or the Wharton School's Graduate Division.

Complaints may be filed anonymously. All contacts between the complainant(s) and the Ethics Committee will be held in confidence according to the procedures of the Ethics Committee.

### **Appeals**

Any student sanctioned under the Code by the Vice Dean or Designate at the recommendation of the Ethics Committee may appeal to the MBA Executive Committee. A request for the hearing of an appeal must be made to the Chairman of the MBA Executive Committee within seven days of the Vice Dean's decision; if the MBA Executive Committee refuses to hear the appeal, then the decision of the Vice Dean will stand. The MBA Executive Committee will conduct all hearings according to its own procedures.

All students matriculating in the Graduate Division must comply with the standards set forth in the MBA Code of Ethics and the Policies on Conduct of the University of Pennsylvania. Cases involving issues related to academic integrity and educational pursuits of MBA students, where the incident relates to the activity of the Graduate Division, are to be resolved pursuant to the provisions of the MBA Code of Ethics.

Complaints involving the conduct of any MBA candidate from the Wharton School may be considered by the committee. Other cases involving issues related to conduct are to be resolved pursuant to the published University of Pennsylvania policies and procedures. If the MBA Ethics Committee feels a case is beyond its jurisdiction, it will refer the matter to the University Office of Student Conduct. Procedures used in cases related to conduct are set forth in the Charter of the University of Pennsylvania Student Disciplinary System.



# Tuition & Refund Policy

## 2025-2027 WHARTON MBA FOR EXECUTIVES STUDENT BUDGET\*

Tuition and expenses are indicated below. Personal costs may vary depending on individual travel circumstances. The costs outlined below include tuition, fees, books, supplies, hotel accommodations, and most meals on class weekends. Students may take up to 22.0 credit units without incurring additional tuition charges. The costs outlined below also include the ground expenses (hotel and food) for Orientation (during Term 1) and for the global business course (during Term 5) that each class takes. Airfare for these trips is not included in this total.

Short-term lodging for the students on class weekends and residence weeks is included in the tuition. Students check in at a local hotel on class nights in San Francisco and for the joint Orientation week in Philadelphia and on the global business course. The hotel arrangements are made by the School.

## Housing

The Wharton MBA Program for Executives does not provide housing for students in the program. The MBA Program for Executives is for working professionals who reside at a location of their choosing.

<https://www.udr.com/san-francisco-bay-area-apartments/san-francisco/2000-post/>

One bedroom starting at \$3,186.00

<https://www.udr.com/san-francisco-bay-area-apartments/san-francisco/channel-mission-bay/>

One bedroom starting at \$3,367.00

<https://www.udr.com/san-francisco-bay-area-apartments/san-francisco/edgewater/>

One bedroom starting at \$3,199.00

<https://www.udr.com/san-francisco-bay-area-apartments/san-francisco/388-beale/>

One bedroom starting at \$3,974.00

The Wharton School MBA Program for Executives in San Francisco does not have dormitory facilities under its control.

## **PHILADELPHIA AND SAN FRANCISCO:**

The current educational budget for the MBA Program for Executives is: 2025–

2027 Tuition, student fees, materials, hotel room, and board\*:

2-year budget: \$238,620

Per year: \$119,310

Per term: \$39,770

## Tuition and Costs

The cost of the two-year program for the class that begins in May 2025 is **\$238,620**. These costs include:

- Tuition
- Student fees
- Most course materials
- Room & board\*
- Case study room for you and your study team
- Graduation (cap and gown, ceremony, diploma, transcript)
- Land package for the MBA Program for Executives Global Business Week and two domestic Modular Courses\*\*

Students are also required to pay a one-time Enrollment Background Verification fee of \$115 after accepting the admissions offer into the program.

Student health insurance is generally not provided to students because they are fully employed in their careers. If a student should require access to the University of Pennsylvania student health insurance, additional information is available at <https://www.aetnastudenthealth.com/en/index.html>.

\*Room & Board: Lodging for students on all required class days is provided at the Hyatt Regency, Embarcadero, in San Francisco. Optional: Additional hotel nights are paid by students: If available \$195.00/night until 6/30/25, \$205/night effective 7/1/25, plus applicable taxes.

\*\* Airfare is not included for the Global Business Week or Modular Courses. International coach airfare may range anywhere from ~\$600 - ~\$1,500 depending upon the course/destination selected by the student. The registration charge and travel costs for the optional elective Global Modular Courses that are offered during holiday breaks are not included. Registration charges for these optional courses range from \$250 - \$500. Travel expenses for these optional courses may range from \$500 - \$2,000.

### Other Fees which may be incurred – NOT REQUIRED

Request for Official University Transcript:	\$10.00 per transcript
Tuition Payment Plan Enrollment fee –Due each semester	
Fall and Spring Only:	\$45.00
Returned Check fee	\$30.00
Convenience Fee for credit card payments	2.85%
Assessed by 3 <sup>rd</sup> party vendor for each monthly transaction	
Student Health Insurance:	Estimated \$ 4,412 annually

### TERM 1 BILLING CYCLE

Term 1 = Summer Session 2025

Payment Due May 31, 2025

*\* Late fees of 1.5% of the amount due will be assessed to your student account if payment is not received by the payment due date and if a loan application is submitted after the deadline.*

## INVOICES & RECEIPTS

Invoices will be provided one month prior to the tuition due date. Company-specific invoices can be provided upon student request. It is the student's responsibility to make sure the MBA Program for Executives office has current personal or company information for billing purposes.

Receipts will be provided upon request for all company and personal checks. In addition, receipts also can be requested to reflect financial aid disbursements. If you have specific invoice or receipt requirements for company reimbursement, contact your program office.

## **PAYMENT PROCEDURES AND FINANCIAL HOLD**

The University must receive the FULL amount due on or before the due date indicated on the invoice. Failure to make payments will result in a student being placed on Financial Hold, which prohibits that student from beginning new courses for the upcoming term until the payment has been made. Non-payment of tuition will prevent students from registering for future terms and late charges will be assessed. A student's diploma and transcript will be withheld if any outstanding balance is due to the University at the end of the program.

### **Electronic Payment from your U.S. Checking or Savings Account**

Visit <https://srfs.upenn.edu/billing-payment/wire-transfer> for more information.

You can also use PennPay to pay with your credit card. Currently Visa, American Express, Discover, and MasterCard are accepted. Please note, there is a 2.85% convenience fee when paying by credit card.

***Important - If you elect to pay your tuition electronically, please let your program office know when the payment has been sent.***

### **In Person/By Mail**

If you prefer to send a check in the mail, please make it payable to **"The Trustees of the University of Pennsylvania."** Include the student's full name and 8-digit Penn I.D. number on the check. Please mail your payment to:

**University of Pennsylvania Student Accounts  
Franklin Building, Room 221  
3451 Walnut Street Philadelphia, PA 19104**

### **Please Remember**

- If paying online, make payment at least three days prior to the bill due date.
- If paying by mail, make payment at least five days prior to the bill due date.
- Make your check payable to: "Trustees of the University of Pennsylvania."
- Wire transfer directions will be provided as requested.
- Do not send cash.

### **Late Payment Penalties**

If full payment is not received by the due date, a late payment penalty of 1.5% of the amount past due will be assessed, and future registration and continuing enrollment will be jeopardized.

## **CANCELLATION AND REFUNDS**

You may cancel your contract to attend and withdraw from the Wharton MBA Program for Executives by submitting notice of cancellation by mail, fax or deliver a signed and dated copy of this cancellation notice or any other written notice to:

Professor Mauro Guillen  
MBA Program for Executives, The Wharton School  
Steinberg Conference Center,

Suite 108, 255 South 38th Street  
Philadelphia, PA 19104-6340  
Phone: (215) 898-5887, Fax: (215) 898-2598

The Wharton School shall refund 100% of the amount paid for institutional charges, less a reasonable deposit or application fee not to exceed two hundred fifty dollars (\$250) if notice of cancellation is made through attendance at the first class session or the seventh day after enrollment, whichever is later.

In addition, the student may withdraw from a course after instruction has started and receive a pro rata refund for the unused portion of the tuition and other refundable charges if the student has completed 60% or less of the instruction for the academic term.

Withdrawal from Wharton School may be effectuated by the student's written notice or by the student's conduct, including, but not necessarily limited to, a student's lack of attendance.

Refunds will be paid within 30 days following the school's receipt of your cancellation notice.

Upon cancellation, if the school gave you any materials, you must return the materials within 30 days of the date you signed a cancellation notice if requested. If you do not return the materials within this 30-day period, the school may keep an amount out of what you paid that equals the cost of the materials. The total amount charged for each item of materials shall be separately stated. The amount charged for each item of materials shall not exceed the materials' fair market value. The institution shall have the burden of proof to establish the materials' fair market value. The school is required to refund any amount over that as provided above, and you may keep the materials.

## **Financing Your MBA**

Wharton encourages you to discuss your financial options with Wharton Financial Aid to select the financial resources that best fit your needs. Understand that most students rely on multiple funding sources; financing options typically include personal resources, educational loans, external scholarships and sponsorships. If a student obtains a loan to pay for an educational program, the student will have to repay the full amount of the loan plus interest, less the amount of any refund, and that, if the student receives federal student financial aid funds, the student is entitled to a refund of the monies not paid from federal financial aid funds.

As an MBA is a long-term investment, most students rely on loans to cover some or all of their education or living costs. Students typically borrow from one or several loan programs, and you have the right to select the educational loan provider of your choice.

Wharton does not endorse any specific lender nor receive compensation from any lender, and we encourage students to compare the fees and terms of all student loan products to determine which ones are best suited to their individual needs. Information on loan programs and links to loan applications are available on the Student Financial Services website. For more information about policies and practices, including required disclosures, regarding any form of financial aid, please visit Student Financial Services <http://www.srfs.upenn.edu/>. For information about Graduate/Professional School Financial Aid Recipients from the University of Pennsylvania, please visit: <https://srfs.upenn.edu/publications>.

## **Loans**

### **U.S. CITIZEN/PERMANENT RESIDENT STUDENTS**

Listed below are the current loan offerings for U.S. citizens and U.S. permanent residents.

#### **Federal Direct and Direct Grad PLUS Loans**

Federal student loans available to graduate/professional students are all unsubsidized loans. Direct Unsubsidized loans will accrue interest while you are in school.

Federal Direct and Direct GRAD PLUS Loans offer fixed interest rates, low fees, favorable repayment benefits, ease of application, and electronic disbursement of funds directly to your student account. Both loan programs require the completion of the Federal Application for Federal Student Aid (FAFSA).

### **Private Alternative Loans**

Several private lenders and other financial institutions offer education loans to students. These loans are referred to as private alternative loans.

Private alternative loans are not subsidized, and generally have tiered and fixed interest rates and fees, both based on your credit score. In addition, cosigners may be required. Unlike Federal Direct and Grad PLUS loans, private loans do not have an income-based cap on monthly repayments. Therefore, Penn encourages U.S. citizens and permanent residents to first consider the Federal Direct and Direct Grad PLUS loan programs when they need to borrow. Review a comparison of Grad PLUS and private alternative loans on the Student Financial Services website. <https://srfs.upenn.edu/financial-aid/loans>

## **INTERNATIONAL STUDENTS**

If you are an international student who is neither a dual U.S. citizen nor a U.S. permanent resident, we encourage you to investigate all sources of funding within your home country, including government and private scholarships and loans.

Wharton is pleased to announce a new partnership with Quorum Federal Credit Union that will provide a non-cosigned loan product for incoming international students. This loan program does not require a U.S. cosigner, and specific information on this program will be made available after students are admitted. Some U.S. banks will also permit international students to borrow through them provided the student has a creditworthy U.S. citizen cosigner.

Note 1: International students planning to borrow through the International Loan Program with Quorum Federal Credit Union will be limited to borrowing up to 80% of the cost-of-attendance budget minus any other financial aid.

Note 2 (OFAC Sanctions): In accordance with mandatory federal regulatory guidelines, students from the United States Treasury Department's Office of Foreign Assets (OFAC) sanctioned countries are not eligible for the private education line of credit through Quorum Federal Credit Union. If you are an applicant from these countries, please complete a thorough search of funding opportunities to help you with the cost of attendance at Wharton.

**International Student and Scholar Services** Upholding the University of Pennsylvania's commitment to shape the next generation of global leaders is core to the mission of the International Student and Scholar Services (ISSS) at <https://global.upenn.edu/issv>. ISSS oversees services for the University's students, faculty and professional staff, including expert advice on US visa processing and immigration. It provides guidance to departments and student groups regarding cross-cultural and intercultural issues through workshops and educational programs and initiatives. ISSS also coordinates and spearheads the International Student Advisory Board (ISAB), International Partners Outreach Group (IPOG), the International Student Table for Advocacy and Relations (ISTAR), and the Intercultural Leadership Program (ILP). ISSS' general number is (215) 898-4661. ISSS is located at 3701 Chestnut Street, Suite 1W Philadelphia, PA 19104. ISSS also helps students who need to change their visa status or handle immigration issues.

### **Instructional Schedule**

- Classes occur within the following formats based on the Program Calendar:

- 2-Day Session: Fridays and Saturdays
  - 3-Day Session: Thursdays, Fridays & Saturdays
  - Extended sessions such as Orientation in May of the first year, joint class week in San Francisco and the Global Business Week in September of the second year. Optional global and domestic modular courses are also extended three-to-five-day sessions.
- Class periods generally meet on the following schedules:
- First day of session:
- Morning class: 9:30 a.m. - 12:30 p.m.
  - Lunch: 12:30 p.m. - 2:00 p.m.
  - Afternoon class: 2:00 p.m. - 5:00 p.m.
  - Evening class: 5:15 p.m. - 7:15 p.m.
- Other days of session:
- Early morning class: 7:30 a.m. - 9:00 a.m.
  - Morning class: 9:00 a.m. - 12:00 p.m.
  - Lunch: 12:00 p.m. - 1:00 p.m.
  - Afternoon class: 1:00 p.m. - 4:00 p.m.
  - Evening class: 4:15 p.m. - 6:15 p.m.
- University Policy on Secular and Religious Holidays  
See the following link for more information: <http://www.upenn.edu/chaplain/worship/holidays/>

## University Policies and Resources

It is critical to remember that students of the Wharton School are part of the larger University of Pennsylvania community. As a community of scholars, the University depends upon mutual trust among its members, their fundamental respect for the rights, dignity, and the worth of others, their support for basic principles of free and open expression, and their abiding commitment to the highest levels of quality and integrity of academic work. These University expectations are embodied in the Equal Opportunity and Nondiscrimination Statement, the Code of Student Conduct, the Sexual Misconduct Policy, the Guidelines on Open Expression, and the Code of Academic Integrity. In addition to these documents, the University has issued other policies, guidelines, and procedures to make explicit the expectations of the students, faculty, administrators, teaching assistants, advisors, coaches, and support staff in dealing with one another. These documents are available through the University Penn Book at <https://catalog.upenn.edu/pennbook/>. These published statements outline basic expectations for behavior on campus and thus pertain to students at the Wharton School. Additional regulations, requirements and procedures of the Wharton School are spelled out in this publication as well as in periodic academic bulletins.

# POLICIES

## Equal Opportunity and Nondiscrimination Statement

The University of Pennsylvania seeks talented students, faculty, and staff with a wide variety of backgrounds, experiences, and perspectives. The University of Pennsylvania does not discriminate on the basis of race, color, sex, sexual orientation, religion, creed, national origin (including shared ancestry or ethnic characteristics), citizenship status, age, disability, veteran status, or any other class protected under applicable federal, state, or local law in the administration of its admissions, financial aid, educational or athletic programs, or other University-administered programs or in its employment practices. Questions or complaints regarding this policy should be directed to the executive director of the Office of Equal Opportunity Programs: Franklin Building 3451 Walnut Street.

## Office of Equal Opportunity Programs

The Office of Equal Opportunity Programs is responsible for implementing and advocating for University policies, procedures, and priorities to help realize its vision of a respectful and engaged community.

The Office works in close collaboration with the Division of Human Resources on issues related to staff and applicants for employment. The Office also works in close collaboration with the Office of the Vice Provost for Faculty on issues related to faculty and postdocs.

The Office works in partnership with other campus offices to support Penn's aim of being a welcoming community. The Office is at 3451 Walnut Street, Franklin Building, 4th Floor, Room 421, Philadelphia, PA 19104-6205. The telephone numbers are (215) 898-6993 (voice) and (215) 898-7803 (TDD). The website is: <https://oeop.upenn.edu>

## Title IX at Penn

The University of Pennsylvania is committed to providing learning, living and working environments that are free from discrimination on the basis of sex for students, faculty, staff, and campus visitors. Penn's [Policy on Equal Opportunity](#) and [Sexual Misconduct Policy \(PDF\)](#) are among the policies and procedures that support the University's commitment to inclusive excellence.

The Associate Vice President for Equity and Title IX Officer is available to provide information and advice regarding Title IX for students, faculty, staff and campus visitors. In addition, they will be available to respond to complaints and concerns relative to Penn's compliance with its own sex discrimination policy and federal, state or local regulations. <https://titleixoffice.upenn.edu/about/title-ix>

## Grievance Procedures

Student Grievances: Federal law requires the University to designate an employee to coordinate its compliance, including the investigation of complaints with Title VI of the Civil Rights Act of 1964, Title IX of the Education Amendments of 1972, and the Rehabilitation Act of 1973. In addition, the University is required to have procedures for the resolution of student and employee grievances alleging violations of these laws.

The University outlines procedures for submitting grievances. See the Complaint Resolution website at: <https://catalog.upenn.edu/pennbook/student-grievance/>

Any student in the University who feels that he or she has been discriminated against by an individual or office acting for the University or that the University is not complying with the requirements of Title VI, Title IX, or the Rehabilitation Act, has a right to register a complaint and seek redress of his or her grievance. The student may take his/her complaint to the following University offices:

## Office of Affirmative Action & Equal Opportunity Programs.

The Office of Affirmative Action & Equal Opportunity Programs monitors the University's equal opportunity/affirmative action policies and programs. The Office also is responsible for coordinating complaints with non-discrimination laws (including investigating complaints and coordinating programs for the disabled). The OAA staff is available to consult with faculty,

staff, students, and members of the community who have questions or concerns regarding the application or possible violation of these policies, Title VI or Title IX. The Office is located at:

Franklin Building  
3451 Walnut Street  
Suite 421  
Philadelphia, PA 19104-6205  
Telephone: 215.898.5497; Fax: 215.746.7088

In addition to the description of duties given earlier, the Office of Affirmative Action is also responsible for coordinating complaints with non-discrimination laws, including investigating complaints and coordinating programs for the disabled. The OAA staff is available to consult with faculty, staff, students, and members of the community who have questions or concerns regarding the application or possible violation of these policies, Title VI or Title IX.

### **Academic Grievances**

Schools and academic departments within the University have established procedures for the resolution of student grievances concerning academic matters. Students should contact the Dean's Office of the particular school for a copy of the appropriate procedures and for guidance regarding the grievance process. A student who wishes to register a grievance regarding the evaluation of his/her academic work should follow the academic grievance procedure applicable in the school or department in which the academic work was performed.

### **The Office of Religious and Ethnic Interests, Title VI**

(Title VI) ("OREI") is a key part of the University of Pennsylvania's efforts to create a safe and respectful environment for all University community members (current Penn students, faculty, staff, or post-doctoral trainees with a valid PennKey) and to uphold the University's obligations under Title VI of the Civil Rights Act of 1964 to protect community members from harassment or discrimination based on shared national ancestry or ethnicity.

Focusing on education, investigation and conflict resolution, OREI works in partnership across the Penn community to prevent and respond to issues and reports involving alleged discrimination and harassment based on an individual or group's religion or ethnicity.

OREI's purview includes:

- Consulting with, and educating, the Penn community on how to understand and address issues of religious and ethnic bias, discrimination, and harassment;
- Receiving reports and initiating investigations;
- Attempting mediation among the relevant parties; and
- Referring or bringing a report with a recommendation to the appropriate University disciplinary process and/or law enforcement. OREI is not empowered to discipline or sanction members of the Penn community.



# Detailed Instructional Schedule Per Course/Program

For detailed elective course descriptions and information, visit <https://mba.wharton.upenn.edu/mba-electives/>

	Course Number	Semester Hours	Wharton Credit Units
<b>Summer 2025</b>			
Fundamentals of Financial and Managerial Accounting	ACCT 6130	36	1.0
Microeconomics for Managers	MGEC 6110 & 6120	36	1.0
Managing the Enterprise	MGMT 6130	36	1.0
Foundations of Teamwork and Leadership	MGMT 6100	18	0.5
<b>Fall 2025</b>			
Macroeconomics and the Global Economic Environment	FNCE 6130	36	1.0
Regression Analysis for Business	STAT 6130	36	1.0
Marketing Management	MKTG 6110	18	0.5
Responsibility in Business	LGST 6110 or 6120	18	0.5
<b>Spring 2026</b>			
Corporate Finance**	FNCE 6210 or 6110	18/36	0.5/1.0
Marketing Strategy	MKTG 6130	18	0.5
Managing the Productive Core of the Firm: Operations Strategy*	OIDD 6150	18	0.5
Management Communication	WHCP 6140	18	0.5
<b>Summer 2026</b>			
Elective		18	0.5
Elective		18	0.5
Elective		36	1.0
Elective		36	1.0
<b>Fall 2026</b>			
Elective		36	1.0
Elective		36	1.0
Elective		36	1.0
Global Business Week		18	0.5
<b>Spring 2027</b>			
Elective		36	1.0
Elective		36	1.0
BLOCK WEEK Classes		36	1.5

**Total semester hours** **684-702**

**Credit units required for graduation (36 hours = 1 credit unit)** **19.0**

Students may take up to 22.0 credit units without incurring additional tuition charges.

**Total California semester units equivalent (15 hours = 1 semester unit)** **45.6-52.8**

\*\*You may choose between FNCE 6210 (0.5 cu) and FNCE 6110 (1.0 cu); however, please note that FNCE 6110 is a prerequisite

for majoring in FNCE. Not taking it may present difficulties in pursuing an FNCE major.

## **CORE COURSE DESCRIPTIONS**

### **ACCT 6130 (1.0 cu) Fundamentals of Financial and Managerial Accounting**

This course provides an introduction to both financial and managerial accounting, and emphasizes the analysis and evaluation of accounting information as part of the managerial processes of planning, decision-making, and control. A large aspect of the course covers the fundamentals of financial accounting.

The objective is to provide a basic overview of financial accounting, including basic accounting concepts and principles, as well as the structure of the income statement, balance sheet, and statement of cash flows. The course also introduces elements of managerial accounting and emphasizes the development and use of accounting information for internal decisions. Topics include cost behavior and analysis, product and service costing, and relevant costs for internal decision-making. This course is recommended for students who will be using accounting information for managing manufacturing and service operations, controlling costs, and making strategic decisions, as well as those going into general consulting or thinking of starting their own businesses. (Summer 2025)

### **FNCE 6110 (1.0 cu) \* Flexible Core Corporate Finance**

This course serves as an introduction to business finance (corporate financial management and investments) for both non-majors and majors preparing for upper-level course work. The primary objective is to provide a framework, concepts, and tools for analyzing financial decisions based on fundamental principles of modern financial theory. The approach is rigorous and analytical. Topics covered include discounted cash flow techniques; corporate capital budgeting and valuation; investment decisions under uncertainty; capital asset pricing; options; and market efficiency. The course will also analyze corporate financial policy, including capital structure, cost of capital, dividend policy, and related issues. Additional topics will differ according to individual instructors.

Prerequisites: ACCT 611, MGEC 611/612 and STAT 613 prerequisite or concurrent. (Spring 2026)

### **FNCE 6130 (1.0 cu) Macroeconomics and the Global Economic Environment**

The purpose of FNCE 6130 is to train students to think systematically about the current state of the economy and macroeconomic policy, and to be able to evaluate the economic environment within which business and financial decisions are made. The course emphasizes the use of economic theory to understand the workings of financial markets and the operation and impact of government policies. Specifically, the course studies the determinants of the level of national income, employment, investment, interest rates, the supply of money, inflation, exchange rates, and the formulation and operation of stabilization policies.

**Prerequisites:** Introductory knowledge of economics is strongly recommended, either through a college-level economics course or private reading. The course materials, while starting at a basic level, rapidly progress so that the bulk of the analysis is conducted at an intermediate to advanced level; the range of topics covered is also quite extensive. Suggested texts for private study: (1) Parkin, *Economics*, Addison Wesley, (2) Samuelson and Nordhaus, *Economics*, McGraw-Hill, (3) Mankiw, *Principles of Macroeconomics*, Dryden. You should emphasize the macroeconomic parts of these books, but the rudimentary parts of microeconomic concepts of supply and demand, price determination, and market clearing, etc., should also be covered. (Fall 2025)

### **FNCE 6210 (0.5 cu) \* Flexible Core Corporate Finance**

This course serves as an introduction to corporate investments for non-majors. The primary objective is to provide a framework, concepts, and tools for analyzing financial decisions based on fundamental principles of modern

financial theory. The approach is rigorous and analytical. Topics covered include discounted cash flow techniques, corporate capital budgeting and valuation, investment decisions under uncertainty, and capital asset pricing. This course will not cover the following topics included in FNCE 6110, the full semester Corporate Finance course: market efficiency, corporate financial policy (including capital structure, cost of capital, dividend policy, and related issues), and options.

**Prerequisites:** ACCT 6110 or ACCT 6120, MGEC 6110/6120 and STAT 6130 prerequisite or concurrent (Spring 2026)

### **LGST6110 (0.5 cu) Responsibility in Global Management**

This course uses the global business context to introduce students to important legal, ethical and cultural challenges they will face as business leaders. Cases and materials will address how business leaders, constrained by law and motivated to act responsibly in a global context, should analyze relevant variables to make wise decisions. Topics will include an introduction to the basic theoretical frameworks used in the analysis of ethical issues, such as right-based, consequentialist-based, and virtue-based reasoning, and conflicting interpretations of corporate responsibility. The course will include materials that introduce students to basic legal (common law vs. civil law) and normative (human rights) regimes at work in the global economy as well as sensitize them to the role of local cultural traditions in global business activity. Topics may also include such issues as comparative forms of corporate governance, bribery and corruption in global markets, human rights issues, diverse legal compliance systems, corporate responses to global poverty, global environmental responsibilities, and challenges arising when companies face conflicting ethical demands between home and local, host country mores. The pedagogy emphasizes globalized cases, exercises, and theoretical materials from the fields of legal studies, business ethics and social responsibility. (Fall 2025)

### **LGST 6120 (0.5 cu) Responsibility in Business**

This course introduces students to important ethical and legal challenges they will face as leaders in business. The course materials will be useful to students preparing for managerial positions that are likely to place them in advisory and/or agency roles owing duties to employers, clients, suppliers, and customers. Although coverage will vary depending on instructor, the focus of the course will be on developing skills in ethical and legal analyses that can assist managers as they make both individual-level and firm-level decisions about the responsible courses of action when duties, loyalties, rules, norms, and interests are in conflict. For example, the rules of insider trading may form the basis for lessons in some sections. Group assignments, role-plays, and case studies may, at the instructor's discretion, be used to help illustrate the basic theoretical frameworks. Course materials will highlight industry codes and professional norms, as well as the importance of personal and/or religious values. Format: class participation, quiz, group report, and final paper or exam. Materials: coursepack. Prerequisites: none. (Fall 2025)

### **MGEC 6110 (0.5 cu) Microeconomics for Managers: Foundations**

This course establishes the micro-economic foundations for understanding business decision-making. The course will cover consumer theory and market demand under full information, production theory, and economic (and opportunity) cost, pricing strategies in competitive and monopoly markets, sophisticated pricing strategies with segmented markets using price discrimination and bundling, sophisticated pricing strategies of a single consumer using two-part tariffs, and decision making under uncertainty. This course is immediately followed by Microeconomics for Managers: Advanced Applications (MGEC 612). (Summer 2025)

### **MGEC 6120 (0.5 cu) Microeconomics for Managers: Advanced Applications**

This course will cover the economic foundations of business strategy and decision-making in market environments with less than full information. Topics include game theoretic approach to market strategies with application to market creation and protection, auction theory and application, strategies for managing risk including the value of information, moral hazard and principal-agent theory with application to incentive contracts, asymmetric information and signaling strategies, public goods and externalities within and between firms, and the management of interdependencies through cooperative behavior or politics. (Summer 2025)

### **MGMT 6100 (0.5 cu) Foundations of Teamwork and Leadership**

At every level of an organization, teamwork and leadership are required for organizational success. Teamwork and leadership have always been critical to society, but they have acquired new significance in recent years during this era of heightened uncertainty, restructuring, and change. The tenor of leadership has changed as well. Many organizations are

flattening their hierarchies and building work teams, with “command and control” leadership giving way to facilitation and empowerment. This course focuses on developing your knowledge and skill set for teamwork and leadership. (Summer 2025)

### **MKTG 6110 (0.5 cu)**

**Marketing Management** This course addresses how to design and implement the best combination of marketing efforts to carry out a firm’s strategy in its target markets. Specifically, this course seeks to develop the student’s (1) understanding of how the firm can benefit by creating and delivering value to its customers, and stakeholders, and (2) skills in applying the analytical concepts and tools of marketing to such decisions as segmentation and targeting, branding, pricing, distribution, and promotion. (Fall 2025)

### **MKTG 6130 (0.5 cu) Marketing Management: Strategy**

In common with Marketing 6110, the primary objective of this course is to introduce you to the concepts and theories underlying marketing decision-making. MKTG 6130 builds upon MKTG 6110 with a stronger emphasis on the strategic considerations that drive and integrate the mix. Principal topics include resource allocation, market entry/exit decisions, and competitive analysis. In addition to a mix of cases and lectures, the course relies on a comprehensive computer simulation game that helps highlight these issues and provides the class with a rich set of realistic examples for discussion and analysis. This game allows students to appreciate the real power and value of marketing concepts, develop a disciplined approach to the analysis of marketing situations, and to further enhance their abilities to communicate and interact with peers in solving problems. (Spring 2026)

### **MGMT 6130 (1.0 cu) Managing the Enterprise**

A general manager needs to understand the internal workings of a firm, how to assess and create a strategy, and how to take into account increasing globalization. While these issues are distinct, they are very much intertwined. The first part of the course will deal with fundamental issues of strategy, examining issues central to the long- and short-term competitive position of an enterprise.

The second part of the course stresses the fact that organizational life is built around a complex interplay of social forces. The third part of the course stresses the deep and persistent cross-national differences in economic, political and social institutions that affect the strategy, social structure, performance and value of organizations. (Summer 2025)

### **OIDD 6110 (0.5 cu) Managing the Productive Core of the Firm: Quality and Productivity**

Matching supply with demand is an enormous challenge for firms: excess supply is too costly, inadequate supply irritates customers. In the course, we will explore how firms can better organize their operations so that they more effectively align their supply with the demand for their products and services. Throughout, we illustrate mathematical analysis applied to real operational challenges—we seek rigor and relevance. Our aim is to provide both tactical knowledge and high-level insights needed by general managers and management consultants. We will demonstrate that companies can use and have used the principles from this course to significantly enhance their competitiveness. (Spring 2026 SF)

### **OIDD 6150 (0.5 cu) Managing the Productive Core: Operations Strategy**

Operations strategy is about organizing people and resources to gain a competitive advantage in the delivery of products (both goods and services) to customers. This course approaches this challenge primarily from two perspectives: 1) how should a firm design its products so that they can be profitably offered? 2) how can a firm best organize and acquire resources to deliver its portfolio of products to customers? To be able to make intelligent decisions regarding these high level choices, this course also provides a foundation of analytical methods. These methods give students a conceptual framework for understanding the linkage between how a firm manages its supply and how well that supply matches the firm’s resulting demand. Specific course topics include designing service systems, managing inventory and product variety, capacity planning, approaches to sourcing and supplier management, constructing global supply chains, managing sustainability initiatives, and revenue management. This course emphasizes both quantitative tools and qualitative frameworks. Neither is more important than the other. (Spring 2026)

### **STAT 6130 (1.0 cu) Regression Analysis for Business**

This course provides the fundamental methods of statistical analysis, the art and science of extracting information from data. The course will begin with a focus on the basic elements of exploratory data analysis, probability theory and statistic inference. With this as a foundation, it will proceed to explore the use of the key statistical methodology known as regression analysis for solving business problems, such as the prediction of future sales and the response of the market to price changes. The use of regression diagnostics and various graphical displays supplement the basic numerical

summaries and provide insight into the validity of the models. Specific important topics covered include least squares estimation, residuals and outliers, tests and confidence intervals, correlation and autocorrelation, collinearity, and randomization. The presentation relies upon computer software for most of the needed calculations, and the resulting style focuses on construction of models, interpretation of results, and critical evaluation of assumptions. (Fall 2025)

#### **WHCP 6140 (0.5 cu) Management Communication**

Satisfies the core WEMBA communication requirement. In this course, students will practice communicating persuasively as managers, entrepreneurs, and thought leaders in their industries. They will learn tools, techniques, and strategies to communicate effectively when faced with challenging workplace situations. They will apply these techniques in high-stakes contexts, such as advocating for a pivotal company decision and communicating persuasively during a business crisis. Students will receive individualized feedback on their presentations from their instructor and peers.

#### **International and Study Abroad Courses**

##### **GLOBAL MODULAR COURSES (GMC) (0.5 cu)**

Wharton's Global Modular Courses (GMCs) transport undergraduate, full-time MBA and MBA Program for Executives students beyond Wharton's Philadelphia and San Francisco classrooms to offer an opportunity to get truly involved in learning material pertinent to a particular geographic region around the world. The idea of the GMCs is to expose students to a unique combination of local immersion, course concepts, and emerging business issues. The topics and locations of these courses are chosen to give students first-hand exposure to business challenges and opportunities in regions undergoing rapid change. The cities and courses will vary and availability is limited, dependent on your term schedules and course capacity. Second-year MBA Program for Executives students will receive priority in courses with enrollment limitations unless otherwise noted. GMCs are typically offered in December and March, during University Winter and Spring Break times, and a limited number may also be offered in May. Students may not miss any time in an on-campus course to attend a course held off-campus, including Global Modular Courses. Students who knowingly register for courses that create a scheduling conflict or who schedule travel that results in missed class time may be dropped from the course that creates the conflict and denied future modular courses. Failure to attend all class sessions may have negative repercussions on grades as well. This may limit a student's ability to enroll in these global courses depending on the academic calendar for their class. Information about GMC opportunities will be available in the Fall semester.

##### **GLOBAL BUSINESS WEEK (GBW) (0.5 cu)**

Students will travel overseas as part of the MBA Program for Executives in the second year. Students will choose from a set of courses and destinations determined by faculty. These courses will allow the student a greater understanding of the topic by studying it outside of Philadelphia or San Francisco. The experience provides students insight into doing business in a multinational context and through the eyes of another culture. **Attendance on the trip is required.** In extreme circumstances, such as the imminent or very recent birth of a child, the student may make up this requirement by taking a future course that involves global travel and a similar learning objective. That may need to be the GBW in the following year and cause a delay in graduation. The worldwide COVID-19 pandemic has disrupted the amount and type of travel available. When we approach the second year more information will be shared about the ability to travel and alternatives available.

##### **BLOCK WEEK Classes (0.5 CUs each)**

Block Week classes are regular academic classes that are taken in a compressed format. They occur during the course of a single week. They are taken for credit and count toward graduation requirements. Block Weeks are offered multiple times a year, and are taken by both first and second-year students.

#### **Scheduled Class Sessions per the Academic Calendar**

The MBA Program for Executives is a lockstep/cohort-based program. Students enroll in the six-term program which commences in May (Summer term) each year. Due to the year-round nature of the program, academic terms in the MBA Program for Executives may not align directly with the academic calendar of the University of Pennsylvania.

Students in good academic standing are automatically enrolled in each term by the Class Director.

**Class of 2027:** Year One: May 24, 2025 - April 11, 2026  
Year Two: May 1, 2026 - March 20, 2027

**University of Pennsylvania**  
**Three-Year Academic Calendar, 2024-2025 through 2026-2027**

<b>Fall</b>	<b>2024 Fall Term</b>	<b>2025 Fall Term</b>	<b>2026 Fall Term</b>
Move-in Information	<a href="#">More Information</a>	<a href="#">More Information</a>	<a href="#">More Information</a>
New Student Orientation	August 21-26	August 20-25	August 19-24
Second-Year Orientation	August 25-30	August 24-29	August 23-28
Opening Exercises and Convocation	August 26	August 25	August 24
First day of classes	August 27	August 26	August 25
Labor Day (no classes)	September 2	September 1	September 7
Course Selection Period ends	September 10	(to be decided)	(to be decided)
Drop Period ends	October 7	(to be decided)	(to be decided)
Indigenous People's Day (University open; Classes in session)	October 14	October 13	October 12
Fall Term Break	October 3-6	October 9-12	October 1-4
Classes resume	October 7	October 13	October 5
Grade Type Change Deadline	October 25	(to be decided)	(to be decided)
Family Weekend	October 25-27	October 24-26	October 23-25
Advance Registration for Spring Term	October 28-November 11	(to be decided)	(to be decided)
Last day to withdraw from a course	November 4	(to be decided)	(to be decided)
Homecoming	November 16	November 8	November 14)
Thur-Fri class schedule on Tue-Wed	November 26-27	November 25-26	November 24-25
Thanksgiving Break	November 28-December 1	November 27-30	November 26-29
Classes resume	December 2	December 1	November 30
Last day of classes	December 9	December 8	December 7
Reading Days	December 10-11	December 9-10	December 8-9
Final Examinations	December 12-19	December 11-18	December 10-17
Fall Term ends	December 19	December 18	December 17
<b>Spring</b>	<b>2025 Spring Term</b>	<b>2026 Spring Term</b>	<b>2027 Spring Term</b>
First day of classes	January 15 (Monday classes)	January 14 (Monday classes)	January 20
MLK, Jr. Day observed (no classes)	January 20	January 19	January 18
Course Selection Period ends	January 28	(to be decided)	(to be decided)
Drop Period ends	February 24	(to be decided)	(to be decided)
Spring Term Break	March 8-16	March 7-15	March 6-14

Classes resume	March 17	March 16	March 15
Grade Type Change Deadline	March 21	(to be decided)	(to be decided)
Advance Registration for Fall Term	March 24-April 7	(to be decided)	(to be decided)
Registration for Summer Session Begins	March 24	(to be decided)	(to be decided)
Last day to withdraw from a course	March 31	(to be decided)	(to be decided)
Last day of classes	April 30	April 29	May 4
Reading Days	May 1-4	April 30-May 3	May 5-6
Final Examinations	May 5-13	May 4-12	May 7-17
Spring Term ends	May 13	May 12	May 17
Alumni Day	May 17	May 16	May 22
Baccalaureate	May 18	May 12	May 12
Commencement	May 19	May 18	May 24
<b>Summer</b>	<b>2025 Summer Term</b>	<b>2026 Summer Term</b>	<b>2027 Summer Term</b>
Memorial Day observed (no classes)	May 26	May 25	May 31
11-Week Session classes begin	May 27	May 26	June 1
Session I classes begin	May 27	May 26	June 1
Juneteenth (no classes)	June 19	June 19	June 18
Session I classes end	July 2	July 1	July 8
Session II classes begin	July 3	July 2	July 9
Independence Day observed (no classes)	July 4	July 3	July 5
Session II & 11-Week Session classes end	August 8	August 7	August 13

**Notes:** Graduate and professional programs may follow their own calendars; check the website for each school or program. The University's Three-Year Academic Calendar is subject to change. In the event that changes are made, the latest, most up-to-date version will be posted to Almanac's website, [almanac.upenn.edu/penn-academic-calendar](https://almanac.upenn.edu/penn-academic-calendar). Rosh Hashanah, Yom Kippur, Election Day in November, the first two days of Passover and Good Friday are holidays that affect large numbers of University community members and that fall during the academic year. To view the University's policy regarding these and other holidays, please visit <https://catalog.upenn.edu/pennbook/secular-religious-holidays/>. 10 [www.upenn.edu/almanac](https://www.upenn.edu/almanac)

The University of Pennsylvania, Wharton MBA for Executives follows the AACRAO's (American Association of Collegiate Registrars and Admissions Officers) guidelines regarding the retention and disposal of student records. Information pertaining to the retention and disposal of student records can be found on the University's website: <https://archives.upenn.edu/records-center/resources/retention-schedules/academic-student>

The University of Pennsylvania, Wharton MBA for Executives guidelines regarding the retention and disposal of student records are as follows:

Academic/Student Records	
Admissions records	10 years
Grade records	permanent
Other academic records	5 years
Career planning and placement	4 years
Class schedules	transfer to UARC after 2 years; permanent
College catalog	transfer to UARC after 2 years; permanent
Degree audit records	5 years after date of last attendance
Disciplinary action records	5 years after graduation or date of last incident
Enrollment statistics	transfer to UARC after 2 years; permanent
Financial aids records	5 years after annual audit has been accepted
Foreign student forms (I-20)	5 years after graduation or date of last attendance
Student academic files (departmental)	5 years
Transcript requests	1 year
Tuition fees and schedules	transfer to UARC after 2 years; permanent

More detailed information pertaining to the retention and disposal of student records can be found on the University's website: <https://archives.upenn.edu/records-center/resources/retention-schedules/academic-student>