NEXT STEPS

Take Action IMMEDIATELY
- Activate PennKey (p. 23)
- Create Wharton Computing account (p. 23)
- Upload PennCard photo (p. 24)
- Prepare Student Health questionnaires and immunization compliance (p. 26)
- Complete housing arrangements (p. 28)
- International Students: Submit visa application documents (p. 27)
- Non-Native English Speaking Students: Register for Summer Institute for International Business Students (p. 27)
- Students with Disabilities: Request environmental or structural accommodations (p. 25)
- Dual Degree Students: Confirm dual degree status (p. 29)

Take Action Before July:
Preparing for Pre-Term Registration
- Complete online math waiver exam (p. 7)
- Review Pre-Term course descriptions (pp. 6–11)
- Review core course descriptions in MBA Resource Guide
- Review online Waiver Information Guide
- Determine which courses you will try to waive
- July 1 Student Health questionnaires and immunization compliance due (p. 26)
- July 11 Deadline: Pre-Term Registration (p. 14)
  - confirm MBA matriculation
  - enroll in Pre-Term courses
  - register for international student orientation

Take Action in Philadelphia
- August 1 Pre-Term Check In
- August 8 Deadline: Waiver by Credential applications (pp. 5 and 30)
- International Students
  - F-1 and J-1 Visa Holders: Register visa-related documents with the Office of International Programs (p. 27)
- August 31 Demonstrate proof of insurance or automatically enroll in Penn’s plan (p. 26)
Welcome

DEAR MBA CLASS OF 2013: It is my great pleasure to welcome you to the Wharton School. You will soon become a part of Wharton’s dynamic exchange of knowledge creation and dissemination. You will learn from renowned faculty who will challenge you to consider the world in ways you may never have imagined. While academics are at the core of your activities, the Wharton experience stretches far beyond course work. Over the next two years, you will encounter opportunities for leadership, career insights, practical knowledge and social interaction. You will be taught, and you will reach. You will learn from your classmates almost as much as you will learn from our faculty. And at the end of your two years, you will take your place as the next generation of global business leaders, and an integral part of our powerful Wharton network.

Because Wharton boasts breadth and depth in its prestigious academic programs, students are encouraged to tailor their own educational experiences. The expertise of our faculty and staff will enable you to explore a wealth of options, from traditional careers to more non-traditional paths, helping you to find your passion and turn your aspirations into viable realities.

Wharton professors are known for their cutting-edge research, their superb teaching and their extensive engagement with industry. As such, your course work will challenge you, regardless of your background or experience. Your workload will be intense and will prompt you to hone your time management skills. Yet you will emerge with an unparalleled level of preparedness to lead and succeed in the global business arena.

The caliber of our MBA candidates is extraordinary, and the international diversity of the student body is exciting and stimulating. The School provides an environment in which talented and energetic students from all walks of life gather to work together and help one another learn and grow. The student-created elements — our broad range of clubs, conferences, and social activities — are an integral part of Wharton’s vibrant and unique culture.

I encourage each of you to experience Wharton to its fullest, and to take advantage of the opportunities that only the Wharton School can offer. I wish you the very best in your academic and professional endeavors, and I look forward to seeing you on campus this fall.

Sincerely,

Thomas S. Robertson
Dean and Reliance Professor of Management and Private Enterprise
The Wharton School
WELCOME TO THE CLASS OF 2013 — Your immersion into this community begins in earnest with the first day of Pre-Term. This will be the beginning of an exciting educational journey that will transform you in ways you cannot yet predict.

Pre-Term will prepare you for the many challenges you will face at Wharton — returning to school, transitioning to Philadelphia or adjusting to the U.S., and balancing the demands of academics, career preparation, and co-curricular pursuits. It is designed to allow you time to get settled while providing an essential academic foundation for your Wharton education.

Though most of you have already had a good glimpse of the Wharton community, your first full exposure to its dynamism, vitality, and almost breathless pace will be memorable. When our students and alumni reflect on their Wharton experience, Pre-Term is among their fondest memories.

All of us in the Graduate Division are delighted to welcome you to this new phase in your life. Take the time now (for you may have less of it once you get here!) to read through the materials enclosed. Pay particular attention to the “take action” items. Get to know Pre-Term and its curriculum, and ready yourself for the full richness of student life at Wharton.

Preparing now will make your first few weeks and months at Wharton considerably more enjoyable. I look forward to seeing you at the Welcome Reception on July 31.

Howie Kaufold
Vice Dean, Graduate Division
MBA Program Office
AUGUST OVERVIEW AND SCHEDULE

Pre-Term is required. Pre-Term begins with a Welcome Reception on Sunday evening, July 31 and continues through Thursday, August 25, 2011. (An orientation for international students will be held on Friday, July 29 and the fall term begins for the Class of 2013 on Friday, August 26.) To confirm your intention to matriculate at Wharton, register online for Pre-Term by July 11, 2011 at http://spike.wharton.upenn.edu/mbaprogram. Your Wharton Computing Account and username are required to complete registration and you must complete PennKey authentication to obtain your Wharton Computing Account and username. See page 23 for instructions about how to complete these top priority “take action” items.

The diagram below provides a brief week-by-week summary of the August schedule. In mid-June you will receive a detailed schedule which will also be available on our website.

Week 1: The first three days of Pre-Term involve several orientation sessions, including meeting your cohort and being introduced to leadership opportunities at Wharton. Pre-Term courses that begin this week include preparatory courses in math, statistics, microeconomics, and finance. A highlight of the week is Convocation, a celebration with the Wharton Dean and faculty that commemorates the start of your MBA studies. Registration for Pre-Term courses is required to obtain your Wharton Computing Account and username. To prepare for the July 11 Pre-Term registration deadline, it is essential for you to review your Pre-Term course descriptions and consider the following self-assessment advice.

Co- and Extra-Curricular Activities Throughout Pre-Term you will have the opportunity to select from a large variety of co-curricular activities. These include career management seminars, communications and computing workshops, study strategy sessions and a number of informational sessions. We will also offer extra-curricular activities, such as city tours, a cohort kickball game and small group dinners. Not only does Pre-Term provide valuable information to you, but it also provides an opportunity for socializing and fun!

FOR MORE INFORMATION PLEASE VISIT OUR WEBSITE AT HTTP://SPIKE.WHARTON.UPENN.EDU/MBAPROGRAM

CONCERT RULES
To engender a classroom experience most conducive for learning, the following norms are expected in the Wharton MBA classroom. We affectionately refer to these guidelines as “Concert Rules,” alluding to the environment one ordinarily finds at an orchestral performance. By labeling them as such, they become an intuitively understood set of expectations.

• Class starts and ends on time. Students and faculty are expected to be prompt.
• Students sit according to a seating chart.
• Students remain in attendance for the duration of class, except in an emergency.
• Students display name tents.
• All phones and electronic devices are turned off.

To get the most out of your MBA experience, preparing for and attending classes are the most important steps you will take. Doing so allows you to engage your classmates and professors, advance your studies, and position yourself as a knowledgeable, thoughtful collegian. It is with these goals in mind that we invite you to participate actively in our “concert.”

Self-Assessment — Which Pre-Term Courses Will Be Most Valuable for You?

Before arriving at Wharton you need to determine which Pre-Term courses are most relevant for you. Thus, your first order of business in preparation for the July 11 Pre-Term registration deadline is to review your Pre-Term course descriptions and consider the following self-assessment advice.

To prepare for the July 11 Pre-Term registration deadline:

• Complete Math Waiver Exam
• Read Waiver Information Guide
• Review Pre-Term course descriptions here AND in the MBA Resource Guide

Resource Guide. If you suspect you have sufficient knowledge to waive a core course, see below. This self-assessment will help you choose the appropriate level Pre-Term course — 603 for basic, 604 for review, or 608 for waiver-preparation.

Waiving Core Courses

If you have sufficient background in a core subject, you should consider waiving the related core course. The online Pre-Term registration form guides you to the Waiver Questionnaire which will give you an opportunity to answer a short set of questions for each waiverable core course, the answers to which will point you toward waiving by credential, waiving by exam, or taking the core course.

To get the most out of your MBA experience, preparing for and attending classes are the most important steps you will take. Doing so allows you to engage your classmates and professors, advance your studies, and position yourself as a knowledgeable, thoughtful collegian. It is with these goals in mind that we invite you to participate actively in our “concert.”

To get the most out of your MBA experience, preparing for and attending classes are the most important steps you will take. Doing so allows you to engage your classmates and professors, advance your studies, and position yourself as a knowledgeable, thoughtful collegian. It is with these goals in mind that we invite you to participate actively in our “concert.”
PRE-TERM CORE PREPARATION

THIS SECTION DESCRIBES THE PRE-TERM COURSES and how they help you prepare for the Fall Term. Pre-Term courses are non-credit bearing and therefore do not apply toward graduation requirements. However, knowledge of Pre-Term course material is assumed and this material is not repeated in the Fall Term.

WHARTON’S EXAM ENVIRONMENT
Pre-Term: Although Pre-Term is a time of acclimation, there is no relaxation of our policies around exams. We encourage you to read the complete exam policy in the MBA Resource Guide. Of particular note in Pre-Term is that the math proficiency test and waiver exams cannot be rescheduled. Exams are routinely given in the evenings and several waiver exams are given on Saturdays.

Fall Term: As in Pre-Term, exams are frequently given in the evening, including Thursday evenings. To be certain not to create a conflict with respect to Fall Term final exams, do not book any flights or winter break travel arrangements before December 22, 2011. Exams can never be rescheduled due to a conflict with travel plans, career pursuits or a job interview. Only special circumstances such as illness, grave personal difficulties like a death in the family, or conflicts between multiple exams constitute a reason for exam rescheduling. In such cases, the MBA Program Office will facilitate a resolution with faculty.

If you have any questions about whether a particular situation you face is a special circumstance or grave personal difficulty, please contact us at mbaprogram@wharton.upenn.edu to discuss further. It is always best to do this well in advance of the academic commitment.

COMMUNICATIONS
Wharton Writing Challenge (WHCP 653)
This online, anonymous, Pre-Term competition will test your writing skills against those of your peers. Each week for 3 weeks you will submit a short writing sample (two to three paragraphs) and receive feedback on your writing from classmates. Your writing and critique of others’ writing will count towards your participation grade in your core communication course: WHCP 653. You will take that core course in one of the four quarters during the academic year, but the Writing Challenge is offered only during Pre-Term.

Two students will earn cash prizes of $500 each. Look for details soon after you arrive on campus.

MATHMATICS
Math Waiver Exam
The Wharton core curriculum includes several quantitative courses and you will find that math proficiency will enable you to get the most out of the Wharton MBA. As such, all Wharton MBA students must demonstrate math proficiency through a Wharton-administered exam. Beginning in early June, students will have access to a two-hour exam that may be taken at any time prior to July 28, 2011. Preparatory materials and textbook suggestions are available through the Wharton Welcome Website for those in need of a math review. Those who score sufficiently high will have waived the math exam and math review course. Those who pass the exam with a moderate score, will have waived the math exam but will be enrolled in the Math Review Course (STAT 611). Those with a low score or who do not take the waiver exam will be enrolled in STAT 611 and will need to take a Math Proficiency Test on August 16.

The math review course (STAT 611) prepares you for the Mathematics Proficiency Test on August 16. The online math preparation materials include valuable tools to help you determine whether you only need STAT 611 or should supplement it with a more basic math course prior to your arrival at Wharton.

Mathematics Review Course (STAT 611)
STAT 611, offered during the first week of Pre-Term, covers basic arithmetic and algebraic skills and fundamental concepts and techniques of differential and integral calculus. Non-native English speakers may find the course useful to acquire the English terminology of mathematics. STAT 611 serves as a quick refresher of the math skills students need in core courses and prepares prior exposure to elementary calculus.

This course is required preparation for those who do not take or do not pass the Math Waiver Exam and must thus take the August 16 Math Proficiency exam.

Mathematics Proficiency Test
For those who did not pass the math waiver exam during the summer, the Mathematics Proficiency Test will be administered on August 16. You must take the test on this date. Demonstrating math proficiency is a requirement for matriculation in the MBA Program. The “roadmap” below sketches the ways in which you can complete the mathematics requirement.

Students who have never studied calculus or who feel their basic math skills are weak will find it helpful to bolster their math background before attending this course by taking a calculus course at a local college.

Roadmap for Mathematics

<table>
<thead>
<tr>
<th>Complete Math Waiver Exam</th>
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<tr>
<td>Take STAT 611 Basic Math Review Course (21 Hours)</td>
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<tr>
<td>Fail (no waiver)</td>
</tr>
<tr>
<td>High Pass (waiver exam waived)</td>
</tr>
<tr>
<td>Low Pass (waiver exam waived)</td>
</tr>
<tr>
<td>Pass</td>
</tr>
<tr>
<td>Take Mathematics Placement Exam at Penn 2011 and meet B or better</td>
</tr>
</tbody>
</table>

Important notes:
1. HCMG 603 is required for health care majors.
2. MGEC 603 is required for health care majors.
3. HCMG 613 is required for health care majors.

Roadmap Overview

<table>
<thead>
<tr>
<th>MGIC 603</th>
<th>MGIC 621</th>
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<tr>
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<td>HCNG 603</td>
<td>HCNG 641</td>
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</tbody>
</table>

Warton Writing Challenge (WHCP 653)
MICROECONOMICS AND STATISTICS

Your choice between the basic or waiver-prep courses (603 or 608) for microeconomics or statistics should be guided by your previous exposure to these subjects, your current comfort level with the material, and the result of the online waiver questionnaire. The roadmaps below sketch the different ways in which you can complete the microeconomics and statistics core requirements. Details can also be found in the Waiver Information Guide.

Basic Microeconomics (MGEC 603) and Basic Statistics (STAT 603)
The basic Pre-Term courses in microeconomics (also known as managerial economics, abbreviated as MGEC, and pronounced “magic”) and statistics provide the foundation for the respective core courses (MGEC 621: Managerial Economics and STAT 621: Statistical Analysis for Management) that start in the Fall Term. The material covered in the Pre-Term courses will not be repeated in the fall. Further, it will be part of the subject matter upon which you will be tested in the fall.

Many students who have already completed a college-level introductory course in microeconomics or statistics find that they are not familiar with the interpretive and managerial approach used in MGEC 621 and STAT 621; they choose to start with the 603 basic-level Pre-Term courses despite their previous study of the subject. Additionally, in the case of statistics, experience in using statistical methods and in interpreting the results of statistical analyses in real settings is particularly relevant. Another reason to enroll in the STAT 603 Pre-Term course is that it will expose you to the software package that will be used extensively in STAT 621.

Waiver-Preparation in Microeconomics (MGEC 608) and Statistics (STAT 608)
These with the appropriate background in microeconomics or statistics may be eligible to waive one or both courses. See the Waiver Information Guide for the guidelines for the waiver requirements for each course. The MGEC 608 and STAT 608 waiver-prep courses quickly review the more advanced topics and prepare the student with previous knowledge of the subject matter for the waiver exam. These waiver-prep courses are not intended to teach this material, but rather to review it. Thus, taking MGEC 608 or STAT 608 will not prepare you for either MGEC 621 or STAT 621.

Enrollments from Previous Years
In the past, approximately 61% of the class has chosen to take STAT 603. The number of students who completed STAT 608 and took the STAT 621 waiver examination was 222. The enrollments in MGEC 603 and MGEC 608 have been approximately 48% and 29%, respectively, of the entering class, with approximately 232 students taking the waiver examination.

Important note:
* Waiver by credentials is extremely rare in statistics.

**Roadmap for Microeconomics**

1. Petition for Waiver by Credentials
2. Review Course Descriptions/Waiver Guide and Assess Relevant Exposure and Knowledge
3. Some or No Knowledge Review (Necessary)
   - MGEC 608 Waiver Prep Course (10 hours)
   - STAT 603 Foundations of Managerial Economics (18 hours)
   - MGEC 608 Waiver by Credentials Granted?
   - Full Waiver
   - Partial Waiver
   - Fail

**Roadmap for Statistics**

1. Petition for Waiver by Credentials
2. Review Course Descriptions/Waiver Guide and Assess Relevant Exposure and Knowledge
3. Some or No Knowledge Review (Necessary)
   - STAT 603 Waiver Prep Course (10 hours)
   - STAT 603 Basic Course (18 hours)
   - STAT 608 Waiver by Credentials Granted?
   - Full Waiver
   - Partial Waiver
   - Fail

**Pre-Term**

- MGEC 784 Game Theory (Quarter 1)
- MGEC 621 Managerial Economics (Quarter 1)
- MGMT 606 Game Theory (Quarter 1)
- Exempt from MGEC 621
- Exempt from STAT 621

**STAT 621 Statistical Analysis for Management (Quarter 1)**
FINANCIAL ACCOUNTING

Your choice of Pre-Term courses in financial accounting is directly linked to the manner in which you will complete the financial accounting core requirement in the Fall Term, which reflects students’ very diverse backgrounds in the subject. The roadmap and the paragraphs below briefly outline this process. For a complete description, please refer to the Financial Accounting section of the Waiver Information Guide.

Basic Financial Accounting (ACCT 603) and Review of Financial Accounting (ACCT 604)

The Pre-Term course ACCT 603 prepares students for ACCT 620 in the fall. ACCT 620 is a full-semester course intended for students who do not have the knowledge associated with the successful completion of one university-level course in financial accounting.

The Pre-Term course ACCT 604 prepares students for the placement exam for ACCT 621. ACCT 621 covers the same material as ACCT 620, but in a half-semester. This course is intended for students who have the knowledge associated with the successful completion of one university-level course in financial accounting, but lack the credentials to waive the core requirement. A placement examination is given at the end of Pre-Term to determine students’ eligibility for ACCT 621. ACCT 604 also positions the student for success in that accelerated course and thus is required even for those who place into ACCT 621 by credential.

Roadmap for Financial Accounting

NOTE: Both ACCT 620 and ACCT 621, which are offered in Fall Term, cover the same material — the distinction is the amount of time allotted to each topic and the students’ presumed starting knowledge.

Waiver-Preparation in Financial Accounting (ACCT 608)

Those with the equivalent of two courses in financial accounting may have the knowledge to waive the financial accounting core. The ACCT 608 waiver-prep course reviews the more advanced topics and prepares the student for the waiver exam. This course is not intended to teach this material, but rather to review it. Thus, taking this course will not prepare you for either ACCT 620 or 621. See the Waiver Information Guide for the official policies governing the waiver and placement process in financial accounting as well as complete descriptions of ACCT 603, ACCT 604 and ACCT 608.

Enrollments from Previous Years

Last summer, 40, 34, and 18% of the students enrolled in ACCT 603, 604, and 608 respectively. At the end of the placement and waiver exams, about 72% enrolled in ACCT 620, 20% enrolled in ACCT 621, and 8% waited financial accounting altogether.

CORPORATE FINANCE

There are two courses to prepare for the corporate finance core, FNCE 603 is appropriate for those with little or no experience with basic finance concepts. Most students targeting FNCE 601 in the fall or spring should take this course. FNCE 604, the review-level course, is only appropriate for those targeting FNCE 621, the accelerated finance course.

Basics of Finance (FNCE 603)

FNCE 603 prepares the student for the basic corporate finance class, FNCE 601. It covers the fundamental characteristics of stocks, bonds, options and put present value. The course will demonstrate how to use Microsoft Excel and a financial calculator to perform time value of money calculations.

Review of Corporate Finance (FNCE 604)

FNCE 604 is intended for those students wishing to take the finance placement exam to qualify for enrollment in the accelerated finance course, FNCE 621. The FNCE 621 course, along with FNCE 604, will fulfill the core requirement in corporate finance in a half semester instead of the usual full semester. Only students with some prior knowledge of corporate finance, either by coursework or practical experience, or with strong analytical backgrounds should consider taking this course and the placement exam. (There is no option to place into FNCE 621 by credential.)

The FNCE 621 course will start where FNCE 604 ends. The approach will be analytical and rigorous and requires some familiarity with accounting, mathematical and statistical tools. The FNCE 604 course moves at a fast pace, given the expected prior knowledge of the students, and is not intended for those planning to take the full semester corporate finance course, FNCE 601. It is also not sufficient for those planning to take the corporate finance waiver exam. Last year, approximately 49% of the class took FNCE 604, with 25% of the class enrolling in FNCE 621 in the Fall Term.

NOTE: Both FNCE 601 and FNCE 621, which are offered in Fall Term, cover the same material — the distinction is the amount of time allotted to each topic and the students’ presumed starting knowledge.

HEALTHCARE MANAGEMENT (HCMG 603)

This course covers three of the largest sectors in healthcare. hospitals, physicians, and insurers. The course will cover these topics in three 2-hour lectures (6 hours total). Each lecture will provide an historical overview of how each sector developed and its current market structure (e.g., number of competitors, degree of consolidation, nature of competition, etc.). The lectures provide the foundation needed to understand the center of the U.S. healthcare system and how it operates. This material is especially critical for healthcare majors who have no background in healthcare or the U.S. system.
“The depth of the Pre-Term experience was one of the reasons I chose Wharton. Academically it provided the opportunity to ease back into academics and ensure I was ready to be an active learner and contributor to my classes.”

Sameer Agrawal, Class of 2012

“Imagine meeting new and exciting people every day, forming friendships that will make your transition to Philadelphia seamless and spending a month enjoying the countless events with your new family, your cohort. Simply put, Preterm was the best start I could hope for when I joined Wharton.”

Joe Frem, Class of 2012

“Pre-term was a great opportunity to meet new people, form true friendships and transition into one of the best experiences of my life.”

Adel El Senoussi, Class of 2012

CO-CURRICULAR ACTIVITIES
Academic preparation is crucial to your success at Wharton. Equally important are the variety of co-curricular activities available. The following is a sample of some of those activities:

Career Management series — networking seminars, self-assessment, finding your career destiny, and industry overviews
Communication workshops — writing at Wharton, speaking with confidence, communicating through PowerPoint, conflict strategies, language of leadership
Creating workshops — laptop configuration, managing Wharton’s online environment, Excel, PowerPoint and access
Faculty lecture series — featuring topics of special interest to Wharton’s faculty: a fun and informal way to get to know the faculty
Information sessions — dual-degree programs, international exchange programs, online business research, research centers and institutes
Trading simulations — students gain hands-on experience in trading securities amongst themselves through this replication of a real trading environment

EXTRA-CURRICULAR ACTIVITIES
We also make certain to provide plenty of opportunity to simply have fun. Activities such as a historical walking tour, cluster pub nights, a cohort kickball tournament and small group dinners are but a few of the social events that have been offered during Pre-Term.

PRE-TERM REGISTRATION FOR CO- AND EXTRA-CURRICULAR ACTIVITIES
Detailed information about the varied co-curricular and extra-curricular activities will be provided in the Pre-Term materials distributed on your first day of Pre-Term. The MBA Program Office will present Pre-Term overviews on that day, explaining essential information for the start of your MBA program, including the registration process for these activities.

Most of the co-curricular and extra-curricular activities are available for registration via the Pre-Term Auction. Not only is this an efficient means of allocating space for these activities, but it also serves as practice for the Fall and Spring Term course auctions. Yes, you will have to make choices, but there are plenty of activities for everyone, although not everyone can do everything. Prioritizing will be crucial to managing your Pre-Term.

PRE-TERM COURSE LOAD
The right course load depends on your academic background and the workload you wish to carry. Bear in mind that each course requires readings and assignments to be done outside of class. For those who find the material in the basic courses entirely new, the core course load with very few additional courses and co-curricular activities may be plenty. If you are not taking either a 603 basic, 604 review or 608 waiver-prep course in any subject, you should consider taking advantage of more co-curricular activities. Everyone should be sure to plan a few extra-curricular activities as this is the time to meet the greatest number of your classmates.

In trying to determine how many courses and activities you should plan during Pre-Term, it is helpful to understand that individual courses require a different number of classroom hours and meet for a different number of class periods throughout Pre-Term. The following table provides a summary of class hours and number of classes for each of the Pre-Term course offerings.

REQUIRED PRE-TERM SESSIONS
The Pre-Term Overview is the first of several sessions in which all students are enrolled and expected to attend. Others include orientations to the Leadership Program, Career Management, and your Cohort, where you meet everyone in your cohort! Each of these sessions occurs within the first full day of Pre-Term. See diagram of Pre-Term Schedule on page 4.

In the final weeks of Pre-Term there are four more required events:

Introducing the Core
The Vice Dean and Deputy Vice Dean of the Graduate Division outline your first year core curriculum and introduce the core faculty. Academic registration and resources are among the many additional details this session covers.

Diversity Workshop
This half-day workshop celebrates the diversity of Wharton’s student body and focuses on issues of workplace diversity. Everyone must attend with their cohort.

Learning Team Retreat
This two-day retreat kicks off your learning team experience as it introduces you to your team and provides you with many opportunities to get to know each other and build a firm foundation for success. Everyone must attend with their cohort.

Case Day
Case preparation and active in-class discussion are introduced through three separate cases in this day-long workshop held immediately prior to the first day of Fall Term.

Summary of August Course Load

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* Multi-Review Course

http://spike.wharton.upenn.edu/mbaprogram
REGISTER FOR PRE-TERM NOW!

ONLINE REGISTRATION: http://spike.wharton.upenn.edu/mbaprogram
Important: You must have your Wharton username to complete your registration (see p. 23).

JULY 11 REGISTRATION DEADLINE
You are required to register for Pre-Term 2011 and select your Pre-Term courses by July 11. This registration only indicates which Pre-Term courses you intend to take and which courses you intend to waive; it also confirms your matriculation into the MBA Program, and reserves your seat in the class of 2013. It is to your benefit to register early. The sooner you submit your online registration, the better we will be able to plan and prepare for your arrival. If you do not register by July 11, we will assume that you are no longer matriculating into the Wharton MBA Program.

After completing your self-assessment and the online waiver questionnaire, select the appropriate Pre-Term courses through the online registration. We recommend that you keep the computer-generated receipt of your registration for your records. Again, whether or not you intend to take any Pre-Term academic courses, you must submit the online enrollment form and confirm your matriculation into the MBA Program.

PRE-TERM EXPENSES
Tuition and fees for the MBA Program are billed by term. The $2000 Pre-Term fee will be billed by the University in August. Pre-Term fees include all Wharton Pre-Term courses, co-curricular activities, official welcome events, and the Learning Team Retreat. Books and supplies are not included.

Additionally, Wharton Graduate Association club activities and social events may occasionally have entrance fees.

TOOLS YOU WILL NEED AT WHARTON

Calculators: You will definitely need your own financial calculator. We recommend the HP 17BII+. Older equivalent models such as the HP 17BII or HP 19BII are acceptable. More advanced calculators or anything with download capabilities, such as a PDA, are not allowed in exams. Calculators such as the HP 1080B, HP 12C or equivalents will put you at a disadvantage in exams.

Computer: The Wharton Student’s Computer Buying Guide can help you determine whether you need to purchase a new computer and answer many questions. Be sure to review the Guide, accessible from the Computing Tab on our student portal, SPIKE, at http://spike.wharton.upenn.edu/support.

Computing Skills: For many of your courses you will need to use a computer for tasks ranging from word processing and spreadsheet analysis to running special software programs. During Pre-Term we will offer workshops on the use of standard Microsoft software packages and online resources that you will need for your classes.

English Language Proficiency: Wharton has high expectations for class and group participation as well as individual presentations, so a very strong command of written and spoken English is absolutely necessary. If you are a non-native speaker of English and have never lived in a predominantly English-speaking environment or would like to be better prepared for the transition to an intense English language environment, we highly recommend that you enroll in a language immersion program. The University of Pennsylvania’s English Language Program offers a Summer Institute for International Business Students prior to Pre-Term from July 1–July 28 (see p. 27 for more information). You should constantly practice your speaking and listening skills. Read magazines and newspapers, watch television, and speak only in English. This will prepare you for the fast-paced class discussion you will soon face. If you have any concerns about your English ability, please contact us immediately at mba@wharton.upenn.edu so that we may advise you.

Mathematics Proficiency: Wharton’s coursework includes rigorous analytical treatment of several quantitative subjects and assumes familiarity with college-level calculus. The Pre-Term math review course serves as quick refresher of the math skills expected of a Wharton MBA; it should not be viewed as a substitute for basic undergraduate analytical skills. If you have never taken a college-level course in calculus, we strongly urge you to take one before arriving. Greater detail about our expectations for math proficiency is included in the Program Planning section of the MBA Resource Guide.

FALL SEMESTER BEGINS AUGUST 26

CREDIT-BEARING, CORE COURSEWORK BEGINS with the MGMT 652: Foundations of Teamwork and Leadership course on August 26. Thus, your Fall Term actually begins in August.

FOUNDATIONS OF TEAMWORK AND LEADERSHIP (MGMT 652)
Through a business simulation that has been written by Wharton faculty and designed especially for Wharton students, MGMT 652 will cover both theoretical and practical aspects of leadership and teamwork. In this class, each Learning Team will become a senior management team and serve in functional leadership roles in the areas of operations, research and development, human resources, marketing, finance, and information technology. In fulfilling these roles, you will have opportunities to display your leadership, learn how to negotiate with and influence other team members, make team-based decisions, and deal with group dynamics and organizational culture and change— all as part of running your organization.

“The simulation … laid a great foundation for the rest of the year … To this day, I regularly use those classroom concepts and lab experiences to better understand team dynamics in many situations …”

Dominic Skerritt, Class of 2012

“The simulation was a great opportunity to evaluate my leadership skills and determine how I can adapt in times of crisis and difficult conversations. This will prepare me for whatever industry I choose.”

Jillian Sala, Class of 2012

“MGMT 652 was a great bonding opportunity with my learning team that focused on the experiential learning of group dynamics and teamwork.”

Soumya Parhi, Class of 2012
Student Life: We Are Wharton

We Are Wharton

“HAVING THE OPPORTUNITY to build strong meaningful relationships with what is without doubt the most talented pool of business school students in the world is paramount to getting the most out of your Wharton Experience. Your cluster, your cohort and your learning team will be your primary venues for building relationships. But don’t let it end there — clubs and conferences will enable you to meet like-minded business people while volunteer work, social events and special events like the Follies will enable you to meet people with completely different backgrounds and interests. At the end of the day, Wharton is about talented people building relationships with talented people.

We are Wharton.”

Dr. Kembrel Jones
Deputy Vice Dean for Student Life

THE SPIRIT OF INVOLVEMENT

Getting involved is the name of the game. Wharton’s culture and traditions bolster your sense of belonging to an institution with opportunities to make your mark, become an integral part of your class and the School, and to reach out to the greater University as a whole.

All of — faculty, administrators, alumni and students — are collectively and continuously responsible for Wharton’s success both now and in the future. As a Wharton student, you are not simply paying your tuition and getting a diploma in return. You are signing up to maximize the value of the educational experience for you and your peers during the next two years. You are committing to strengthening the value of the Wharton brand. You are promising to focus on the long-term value of the degree you are here to earn. The faculty, the administration and the alumni of the Wharton School are committed to these same guiding principles.

The University of Pennsylvania, including the Wharton School, is similar to most American research universities in that it is governed by faculty, administrators (who serve as agents of the faculty) and administrative boards and committees that work directly with high-level decision makers. This spirit of involvement ensures that students are aware of the challenges that the faculty and administrators face in steering the school and that faculty are aware of students’ needs and interests. It also allows for an environment of open dialogue. Ideas that are developed by student groups or individuals often take root at the institutional level and become a part of the fabric of a Wharton MBA. Even when the different constituencies do not agree on a given point, this tradition of openness guarantees them a chance to debate their views and be heard by the greater community. While authority rests with the faculty, the majority of decisions made at Wharton are actually a hybrid of ideas that have been presented by faculty, students, administrators and alumni.

ONE WHARTON: MULTIPLE PROGRAMS

When you first arrive at Jon M. Huntsman Hall in August, the only people in the hallways will be your fellow members of the MBA Class of 2013, except on Fridays and Saturdays when you will also meet both classes of the MBA for Executives Program. However, once September comes the scenery changes as we welcome back the MBA Class of 2012, the Wharton undergraduate students and members of the greater University of Pennsylvania community.

Wharton is different from many of our peer MBA programs because we also have an extraordinary undergraduate program. In addition, we have an MBA for Executives program targeted to students with executive-level experience. These students earn the same MBA as you, but in a 24-month, weekend residential format. The presence and prestige of the undergraduate program, in combination with both MBA programs, allow Wharton to attract the world-class faculty and resources that benefit all groups.

At Wharton we often use the term “one school” to describe the joint relationship between the MBA and undergraduate communities. This means that MBA students and undergraduate students share many of the same resources in the building, including group study rooms, study lounges and café facilities. More importantly, the one school approach allows undergraduates and MBAs to partner in programs like Wharton Leadership Lectures and the Asia, Africa, and India Conferences, leveraging the talents and professional connections of nearly 6000 students, rather than just 1600. There is strength in numbers.

WHARTON AND PENN

In addition to being a member of the Wharton community, you are now also a member of the University of Pennsylvania student body. The University of Pennsylvania has nationally recognized programs in the fields of architecture, dentistry, education, fine arts, foreign languages, law, medicine, and nursing (just to name a few). Thus, you will have not only the rich resources of Wharton at your fingertips, but also the vast array of resources available at Penn.

Graduate and Professional Student Assembly
http://www.gapsa.upenn.edu

One prominent interdisciplinary resource is the Graduate and Professional Student Assembly (GAPSA). GAPSA sponsors biweekly Grad Mixers, as well as various other social events, and is the student government for graduate and professional students at Penn. It represents interests on issues that are shared across the University’s twelve schools and interacts regularly with University officials, including the President, Provost, the University Board of Trustees, and other associate-level administrators at Penn. Additionally, GAPSA works closely with individual schools’ student governments, like the Wharton Graduate Association.
Graduate Student Center
http://www.gs.a.upenn.edu
Complementing GAPSA is Penn's Graduate Student Center (GSC) which provides social, intellectual, and professional development space — as well as free coffee and study space — for cross-disciplinary and cross-cultural exchanges among Penn's graduate and professional students. GSC is located on Locust Walk, a few doors down from Huntsman Hall.

Penn: An Open Campus
GSC and many of Penn's campus facilities can also provide a welcome respite from the crowded halls of Huntsman and the hectic pace of Wharton. Penn is an “open campus” meaning that in most cases students are free to enter all buildings. While it is tempting to spend all of your time in Huntsman Hall, you will quickly realize that study space in the building is at a premium. Remember, there are numerous places on campus to meet with fellow students or find a quiet place to read. Take advantage of the University and explore Penn’s beautiful campus! After all, for most of your Wharton days you may be the last time you will be in school—and what better place than an Ivy League campus to fulfill your intellectual curiosity.

TRADITIONS
Each year the landscape of student life changes as new students bring their unique perspectives to fulfill your intellectual curiosity. I assure you this is the beginning of an experience that will reward you in every respect. You will create strong and lasting friendships; you will stretch your skill set through new and challenging extracurricular activities; and you will be exposed to professional opportunities you may not know exist. Through all of the successes you will enjoy and challenges you will face at Wharton, you will be supported by your fellow classmates, your administration and second year students who are now experts at navigating the first year at Wharton.

Your first year is an opportunity to challenge yourself academically, professionally and personally, in addition to re-welcoming winter break and spring break back into your lives. When you arrive at Wharton, I encourage you to let your eyes be bigger than your stomach: enter competitions, join unique clubs, embrace your learning team, sign up for international treks, be the last person to leave MBA pub one Thursday, explore Philadelphia, and take on new leadership roles. With over 100 clubs, 20 conferences, 15 student-led country treks, and weekly social events, you have a wealth of options to customize your Wharton experience. So arrive with an open mind and a thirst for challenges, because no matter what you seek, there is a community here to support your personal and professional growth.

The Wharton Graduate Association (WGA) is a student-run organization that supports and organizes all the student-run endeavors and clubs at Wharton. We act as a bridge between the student body and the administration, we support the student-run clubs and conferences to ensure they are successful and impactful, and we have a good time doing it all. From the entire Executive Council, we hope you explore all of the opportunities the clubs and activities have to offer and consider how you want to make your own impact at Wharton.

Have a relaxing summer because you have an adventurous two years ahead of you. We look forward to meeting all of you in August!

Matt Henley, Class of 2012
President, Wharton Graduate Association
LEAD, FOLLOW, HAVE FUN

WHARTON OFFERS A PLETHORA OF OPPORTUNITIES for involvement outside of the classroom where you can choose to lead, follow, or just have fun. All of these activities prove to be excellent opportunities to meet people in the first year class outside of your cluster and cohort as well as to meet members of the second year class, thus enabling you to expand your Wharton network. Building relationships is imperative to your long-term success and Wharton offers a myriad of relationship-building opportunities. Active Wharton students are happy Wharton students.

HERE IS A SAMPLE OF WHAT AWAITS YOU IN THE COMING YEAR!

PRE-TERM
• Meet and build relationships with your cluster, your cohort and your learning team.
• Travel to the Car迭ils with your classmates for the Learning Team Retreat.

SEPTEMBER
• Join the Wharton Graduate Association.
• Consider which clubs to join. Clubs fall into the following categories: professional, social, community service, athletic, international.
• Join MBA Pub and attend on Thursday evenings.
• Consider running for Cohort representative if you have a keen interest in academics, alumni, athletics, careers, community service, diversity, international culture, leadership, social activities, photography, or history.

OCTOBER
• Participate in Wharton Community Service Day in West Philadelphia.
• Choose your routes carefully and walk the walk at Walnut Walk.
• Be creative in choosing your costume for the annual Wharton Halloween Party.
• Go hog wild at Hog Fest, Wharton’s annual rugby tournament.

NOVEMBER
• Attend a conference: Consulting, Finance, Marketing, Whitney M. Young or the Africa and Asia Global Business Forums.

DECEMBER
• Dress up for the Wharton Winter Ball.
• Travel to India with the India GIP or the Incredible India Tour.
• Sing along with the Whartones at their annual holiday concert.

JANUARY
• Volunteer for Wharton Winter Welcome and meet and greet round-one accepted students.
• Attend a conference: Private Equity and Venture Capital.

FEBRUARY
• Attend a conference: Entrepreneurship, Health Care, Restructuring, Social Impact, Technology.
• Consider applying for the MBA Program Office Advisory Boards (Student Life or Academic Affairs).
• Consider applying for the Leadership Lecture Series Committee.

MARCH
• Run for WGA, club officers, conference co-chairs, and the Ethics Committee.
• Plan your Spring Break and travel with student groups to Japan, Korea, Israel, Egypt or Argentina or go on a Leadership Venture.
• Return to the 70’s at Wharton 54.

APRIL
• Work the runway in the annual Wharton Fashion Show.
• Star in the Follies or cheer for your classmates who do.
• Volunteer with your cohort in Rebuilding Together’s efforts to renovate homes in West Philly.
• Volunteer for Wharton Spring Welcome and meet your future classmates.
• Be dazzled at the annual International Cultural Show.
• Break it down at Dance Studio — hip hop, salsa, jazz, belly, flamenco, lyrical, anyon...
• Celebrate the year at Spring Gala.

MAY
• Travel to China, South America or Southeast Asia with the Global Immersion Program.

WGA CLUBS AND CONFERENCES

The following list includes the names of over 100 clubs and conferences that are an integral part of the Wharton experience. For more information, including student contact mailing lists for each organization and event, visit the Wharton Graduate Association website and portal at http://wga.wharton.upenn.edu.

Athletic Clubs
Basketball
Crew/Rowing
Golf
Ice Hockey
Marital Arts
Outdoor Club
Readrunners & Triathletes
Rugby — Men’s
Rugby — Women’s
Sailing
Ski & Snowboard
Soccer — Men’s
Soccer — Women’s
Squash Club
Table Tennis
Tennis
Ultimate Frisbee
Volleyball

Community Service Clubs
BizWorld
Community Consultants
GUIDE — Guiding
Undergraduates
Healthcare International
Volunteer Project
International Volunteer Program
Rebuilding Together
Say Yes to Education
Summer Public Interest Fund
Tax Assistance Program

Professional Clubs
Automotive
Biotech
California
CARIBIZ
Consulting
Early Career
Education Industry
Energy
Entrepreneurship
Family Business
Finance
General Management
Health Care
International Development
Investment Management
Marketing
Media and Entertainment
Private Equity & Venture Capital
Restructuring
Retail
Social Impact Management
Symposium
Technology
Wharton Women in Business
Whitney M. Young

Conferences
Africa
Asia Business
Consulting
Energy Symposium
Entrepreneurship
Finance
Health Care Business
India Economic Forum
Investment Management
Marketing
Media and Entertainment
Private Equity & Venture Capital
Restructuring
Retail
Social Impact Management
Symposium
Technology
Wharton Women in Business
Whitney M. Young

Social and Special Interest Clubs
Ches and Strategy Games
Chocolate
Cigar
Comedy
Creative Arts
Culinary
Dance Studio
Dolphins
Gaming
Jazz
Partners
Politics & Public Policy
Scotch
Whartonites
Wharton Kids
Wine
Take Action

“NO DOUBT YOU ARE FILLING WITH EXCITEMENT” and anticipation about joining the Wharton MBA Program. Get started on your Wharton experience NOW! Making progress toward your arrival will be fun and easy and will help you feel part of our community. Set up your PennKey as soon as it arrives from the University of Pennsylvania. Get your Wharton account established so you can begin using Wharton e-mail. Read the materials we send you so you can make the best decisions as you register for Pre-Term. And, find the perfect photo of yourself to send us. Remember, your classmates will be seeing that photo on the Wharton Online Community for the next two years!

All of us in the MBA Program Office look forward to your arrival on campus in August. In the meantime, we are here to help you in any way we can. Look for our bi-weekly emails with the most up-to-date information and news. And, feel free to contact us with your questions.

This is a most exciting time in your life and we are anxious to share it with you.

Peggy Bishop-Lane
Deputy Vice Dean for Academic Affairs

The information on this page is vital to getting started at Wharton. Without the following tools, you will not be able to register for Pre-Term. Please do not delay. Complete these “take action” items immediately, beginning with activating your PennKey. PennKey activation provides you the ability to obtain your Wharton Computing account, Wharton e-mail address, PennCard, and MBA Online Community entry.

1. Take Action IMMEDIATELY — the PennKey Setup Code Expires!
   1) Receive your PennKey setup code.
      Within a few weeks of sending your deposit, the University of Pennsylvania’s Information Systems and Computing (ISC) department sends your PennKey setup code to the email address that you provided in your MBA application.
      • Enter your PennKey username and password and follow the instructions to create your Wharton Computing account.
      • Note: For security purposes, the PennKey setup code expires after 60 days from the date the email was issued. If you misplaced your PennKey setup code or it has expired, see p. 24.

2) Activate your PennKey immediately via the PennKey website: http://www.upenn.edu/computing/pennkey.

   • Choose your username carefully — it is permanent! When you activate your PennKey, you will be asked to select a username from among the available choices. Your selection will become not only your PennKey username but also your Wharton username and Wharton e-mail address. These cannot be changed, so choose carefully.
   • Use the “Challenge-Response” password reset option. Complete the challenge-response option when activating your PennKey. By doing so, you will be able to reset your password online. If you do not choose the challenge-response option and you forget your PennKey password, a new PennKey setup code will have to be mailed to you. This means starting over and will cause significant delay.

3) Complete your Pre-Term registration and Waiver Questionnaire by July 11 (see p. 14): http://spike.wharton.upenn.edu/mbaprogram

   • Note: If you do not register for Pre-Term by this deadline, we will assume that you are no longer matriculating into the MBA Program.

Joining the Community

The PennKey setup code arrives in an email from Penn’s ISC department. The email address from which the setup code will be sent is pennkeysetupcode@lists.upenn.edu and the subject line will be “Important information on setting up your Penn electronic credential (PennKey).”

ThePennKey setup code expires after 60 days from the date the email was issued. If you misplaced your PennKey setup code or it has expired, see p. 24.

- PennKey — for access to university-wide electronic resources, such as library databases, grades and Campus Express Online (a University of Pennsylvania portal for all incoming Penn students)
- Wharton Computing account — for e-mail access, Wharton Online Community registration, and all computing resources at Wharton
- PennCard — your official University of Pennsylvania identification card which allows you access to a variety of Penn and Wharton facilities and resources
- W harton’s SP I KE  student portal, has a computer buying guide (updated in late Spring) and instructions for setting up your e-mail.

PennKey

Take Action IMMEDIATELY — the PennKey Setup Code Expires!

1) Receive your PennKey setup code.
   Within a few weeks of sending your deposit, the University of Pennsylvania’s Information Systems and Computing (ISC) department sends your PennKey setup code to the email address that you provided in your MBA application.

2) Activate your PennKey immediately via the PennKey website: http://www.upenn.edu/computing/pennkey.

   • Choose your username carefully — it is permanent! When you activate your PennKey, you will be asked to select a username from among the available choices. Your selection will become not only your PennKey username but also your Wharton username and Wharton e-mail address. These cannot be changed, so choose carefully.
   • Use the “Challenge-Response” password reset option. Complete the challenge-response option when activating your PennKey. By doing so, you will be able to reset your password online. If you do not choose the challenge-response option and you forget your PennKey password, a new PennKey setup code will have to be mailed to you. This means starting over and will cause significant delay.

Wharton Computing Account

Take Action NOW — but remember, your PennKey must first be activated!

1) Create your Wharton Computing account via Wharton Computing’s Early Accounts website: http://spike.wharton.upenn.edu/accounts

Once you have activated your PennKey, you may create your Wharton Computing account.

- Enter your PennKey username and password and follow the instructions to create your Wharton Computing account.
- Note: Your Wharton username and your e-mail address are assigned according to the username that you selected for your PennKey.

2) Complete your profile for the Wharton Online Community.

After creating your Wharton Computing account you will be invited to complete your Wharton Online Community (see details on the following page). This student directory is used by your classmates and faculty to get to know you and also to learn how to pronounce your name. It is a valuable networking resource for students, and gives you the ability to search the entire alumni directory as well.

3) Visit Wharton Computing’s Student Support website: Wharton Computing’s Student Support website http://spike.wharton.upenn.edu/support contains all the information you’ll need to get started with your Wharton account. This website, part of Wharton’s SPIKE student portal, has a computer buying guide (updated in late Spring) and instructions for setting up your e-mail.

   • Note that important announcements will be sent to your Wharton e-mail account. If you do not plan to log into this account on a regular basis, consider forwarding your Wharton e-mail to an account that you check frequently (visit http://spike.wharton.upenn.edu/myaccount and click on My Email to set up mail forwarding).

4) Complete your Pre-Term registration and Waiver Questionnaire by July 11 (see p. 14): http://spike.wharton.upenn.edu/mbaprogram

Remember, if you do not register for Pre-Term by this deadline, we will assume that you are no longer matriculating into the MBA Program.
Please note the following helpful hints:
- Submit a photo that you like — this picture will follow you for the next two years! Class lists, club rosters, and the Wharton Journal are some of the places your picture may appear.
- Choose carefully — only one photo may be submitted through Campus Express online. Subsequent requests for photo replacements will incur the normal PennCard replacement fee of $20 and must be made in person at the PennCard Center.
- Be patient — the University prepares thousands of cards during this time and delays may occur between the time you submit your photo and its appearance in the Wharton Online Community.
- Upload your photo early — if you upload your picture by July 11, your PennCard will be waiting in line at the PennCard Center in Franklin Building, 3451 Walnut Street. If you upload a digital photo via the University of Pennsylvania’s Campus Express website: http://spike.wharton.upenn.edu

What if I forget my PennCard password?
- Reset your password using the “Challenge-Response” option via the PennCard website: http://spike.wharton.upenn.edu/computing/pennkey
- If you did not select the “Challenge-Response” password reset option when you set up your PennCard, you have to request a new PennKey setup code and initiate the process again through the PennCard Center: http://spike.wharton.upenn.edu/pennkey/request.
- This unfortunately will take time as the setup code will be sent through U.S. mail to your address of record specified in your application, not via email. If you have discovered this just prior to the July 11 Pre-Term registration deadline, please e-mail mbaprogram@wharton.upenn.edu as soon as possible.

What if my address has changed?
- To add information about partners and children, go to http://spike.wharton.upenn.edu/mbaprogram
- Login using your Wharton username and password. Click on the Community tab and choose My Profile. Under your entry, you will see a link to “Personal Information.” Click on this link to add additional information.

Partners Orientation
On August 8, Wharton partners are invited to an information session that will introduce them to Wharton and Philadelphia. Discussions will include tips on resources and the job search. It’s also an opportunity to meet other Wharton partners.

We look forward to welcoming your family into the Wharton family and we encourage you to involve them in Wharton. Although classes are restricted to students, most WGA clubs and activities are open to partner membership and participation. Most extra-curricular events during Pre-Term are also open to Wharton partners; some events may be more appropriate for children than others.

The following websites for additional information:

Wharton Partners Club
http://www.whartonpartners.org

Wharton Kids Club
http://clubs.wharton.upenn.edu/kidsclub

Penn Students with Dependents
http://www.psc.warton.upenn.edu

PennCard
Spouses and domestic partners may obtain a PennCard. This can only be done when you arrive in Philadelphia. Both the student and spouse/partner must go to the PennCard Center. Refer to the Spouses/Partner section of the PennCard website for the necessary documentation and fees: http://www.upenn.edu/penncard/card/obtain_guests.html

Wharton Online Community
To add information about partners and children, go to http://spike.wharton.upenn.edu/mbaprogram

We encourage you to add partners and children in your registration process, but you may still add them later at your convenience. To do so, visit My Profile, enter your Wharton username and password, and select My Community. Under “Partners,” you can add a partner or child by filling out the appropriate information.

We will then allow you to use your PennCard as soon as possible.

What if I have not submitted my PennCard?
- Go to “My PennCard” and submit your photo, meeting all of the photo specifications on the Campus Express website.

Please note the following helpful hints:
- Submit a photo that you like — this picture will follow you for the next two years! Class lists, club rosters, and the Wharton Journal are some of the places your picture may appear.
- Choose carefully — only one photo may be submitted through Campus Express online. Subsequent requests for photo replacements will incur the normal PennCard replacement fee of $20 and must be made in person at the PennCard Center.
- Be patient — the University prepares thousands of cards during this time and delays may occur between the time you submit your photo and its appearance in the Wharton Online Community.
- Upload your photo early — if you upload your picture by July 11, your PennCard will be waiting in line at the PennCard Center in Franklin Building, 3451 Walnut Street.

If you wish to use a name other than the name on your MBA Admissions application, you may indicate this under the “Nickname” option when you complete your Pre-Term registration.

What if I have not submitted my PennCard?
- Go to “My PennCard” and submit your photo, meeting all of the photo specifications on the Campus Express website.

Please note the following helpful hints:
- Submit a photo that you like — this picture will follow you for the next two years! Class lists, club rosters, and the Wharton Journal are some of the places your picture may appear.
- Choose carefully — only one photo may be submitted through Campus Express online. Subsequent requests for photo replacements will incur the normal PennCard replacement fee of $20 and must be made in person at the PennCard Center.
- Be patient — the University prepares thousands of cards during this time and delays may occur between the time you submit your photo and its appearance in the Wharton Online Community.
- Upload your photo early — if you upload your picture by July 11, your PennCard will be waiting in line at the PennCard Center in Franklin Building, 3451 Walnut Street.
STUDENT HEALTH: IMMUNIZATION AND INSURANCE

Student Health Service (SHS)
3535 Market Street, Suite 100
http://www.upenn.edu/shs
Tel 215.746.3535

Student Health offers a wide variety of services. A detailed list is available on their website. In addition to clinical care, Student Health Services (SHS) administers the University’s immunization and insurance requirements. Frequently asked questions about insurance and immunizations can be found on the SHS website. Please note that these dates listed below are tentative and you should check the SHS website for finalized dates.

IMMUNIZATION COMPLIANCE

Take Action by July 1, 2011
http://www.upenn.edu/shs/immunization

All incoming students are required to complete two personal health questionnaires and present confirmation of immunizations. Instructions, access to the required forms, and the list of immunization requirements are available via the Immunization Compliance website listed above.

Prior to fulfilling any remaining immunization requirements, we encourage you to review the list of vaccines available at SHS http://www.upenn.edu/shs/vaccine.php. They are sometimes cheaper through SHS and/or covered by the Penn Student Health Insurance Plan (see the following section).

NOTE: MBA students without proof of immunization by October 1, 2011 will not receive credit for Fall Term coursework and will be unable to register for Spring Term.

INSURANCE REQUIREMENTS

Take Action by August 31, 2011
http://www.upenn.edu/shs/insurance.php

You must be covered by health insurance in time for Pre-Term. SHS summer coverage will be available for all entering Wharton MBA who request it. See the website above for application information.

NOTE: If you have not shown proof of insurance by August 31, you will be enrolled in the PSPD and the fees will be charged to your bursar’s bill. There will be an additional administrative fee if you are automatically enrolled.

The importance of having health insurance cannot be overstated: a one-night stay in the hospital can easily cost two times the annual insurance premium. The main purpose of health insurance is to provide protection in the event of a serious illness. Should you develop a serious illness or injury (of course we hope that will not happen), health insurance guarantees that you will be able to obtain necessary treatment. Health insurance also protects you against potential catastrophic financial losses stemming from the cost of medical treatment by limiting the extent of your fiscal responsibility for care. Additionally, many students look to health insurance to provide for an array of other medical treatment and preventive care.

You will note that the coverage does not include two weeks of Pre-Term. If you wish to purchase Summer coverage beginning May 1, 2011, see http://www.upenn.edu/shs/insurance.php.

INTERNATIONAL STUDENTS

OFFICE OF INTERNATIONAL PROGRAMS (OIP)

Take Action IMMEDIATELY

Office of International Programs (OIP) International Student and Scholar Services

3701 Chestnut Street, Suite 1W
http://www.upenn.edu/oip

If you are a visa to study in the U.S., you should have already submitted your application materials for an I-20 (to obtain an F-1 visa) or DS-2019 (to obtain a J-1 visa) to Penn’s Office of International Programs (OIP). If you have not yet done this, it is imperative that you do so immediately to avoid any further visa delays. See the Wharton Welcome Website to review the processes at http://www.wharton.upenn.edu/mba/welcome/international. You should have received an email from OIP regarding the I-20/DS-2019 application process.

It is very important that every student in F-1 or J-1 status reports to OIP within 20 days of the program start date as listed on your I-20 or DS-2019 form. This is part of SEVIS registration, an official U.S. immigration requirement, and failure to comply may lead to a revocation of your F-1 or J-1 visa student status.

Registration will be part of our International Student Orientation on July 29. If you are unable to participate during this official orientation period, it is your responsibility to check in with OIP to register your immigration documents before the 20-day deadline. Remember to bring your passport and other immigration documents: visa stamp (except Canadian and Bermudian passport holders), I-20 or DS-2019 (current and previously issued) and 1-94 card, and any immigration notices, such as status approvals.

For more information, contact the MBA Program Office at mbaprograms@wharton.upenn.edu.

WHATSON’S INTERNATIONAL STUDENT ORIENTATION (ISO)

Register via the Online Pre-Term Registration Website

The International Student Orientation (ISO) on July 29, 2011 is a session exclusively for foreign nationals and their partners who may be coming to the United States for the first time or after a long absence. The session begins in the morning, includes lunch and runs through mid-afternoon. Topics covered include the U.S. classroom environment, career management services, student health services, and visas and immigration. Additionally, a panel of second-year MBAs will share insights about their Wharton experience in an informal question-and-answer format.

Attendees will register their visa documents with staff from Penn’s Office of International Programs. Bring copies of your passport and other immigration documents: visa stamp (except Canadian and Bermudian passport holders), I-20 or DS-2019 (current and previously issued) and 1-94 card, and any immigration notices, such as status approvals.

For more information, contact the MBA Program Office at mbaprograms@wharton.upenn.edu.

SUMMER INSTITUTE FOR INTERNATIONAL BUSINESS STUDENTS (SIIBS)

Take Action IMMEDIATELY

English Language Programs (ELP)

3340 Walnut Street
110 Fisher-Bennett Hall
http://www.english.upenn.edu/elp/SIBS
Tel 215.898.8681

The SUMMER INSTITUTE FOR INTERNATIONAL BUSINESS STUDENTS (SIIBS), offered before pre-term during July 1-28, 2011, is a highly recommended pre-MBA program that prepares international students for the rigors of the intense first year business school curriculum. SIIBS offers the following benefits:

- Greater familiarity with the Case Study Method, including how to read, analyze, write-up and present a case
- The confidence to respond effectively to professor “cold calls” and participate proactively in class
- Efficient reading and writing skills under time pressure
- An understanding of learning team dynamics and student-professor interactions
- Effective note-taking and listening strategies for lectures
- A head start setting up your life in Philadelphia, including networking with other first-year MBA students

The program also offers lectures by Wharton and Penn faculty, corporate visits, and opportunities to meet and interact with leaders of corporations. Students also participate in a wide range of socio-cultural activities, including a major league baseball game and a day trip to Washington, D.C.

You can apply to SIIBS directly through the University of Pennsylvania English Language Programs website: http://www.english.upenn.edu/elp/SIBS. Inform them that you are an incoming Wharton MBA and request modification of the entry date on your I-20 or DS-2019 form. For additional information about SIIBS, call the English Language Programs at 215.898.8681 or email clp@english.upenn.edu.

NOTE: Students attending SIIBS will be sent a PennKey setup code by SIIBS.
FINANCIAL AID & FINANCIAL SERVICES

MBA Admissions and Financial Aid

420 Jon M Huntsman Hall
financialaid@wharton.upenn.edu
Tel 215.898.8728

What the Office of MBA Admissions and Financial Aid provides counseling on the financial aid process, loan options, funding sources, and other general financial aid questions. For information about your financing options, visit http://www.wharton.upenn.edu/mbs/welcome/financial-aid.fln.

Student Financial Services (SFS)
100 Franklin Building
http://www.df.upenn.edu
sfsmail@dl.gsb.upenn.edu
Tel 215.898.1988

The University of Pennsylvania Student Financial Services (SFS) coordinates Penn’s billing, loan processes, and payment option programs. Any questions you have about these areas, as well as the status of student loan applications and disbursements, should be directed to the SFS contact above.

PennPay is a service which enables you to receive your Penn monthly student account billing statements over the web and submit payments online, using an electronic interface with your bank. There is no additional cost for using PennPay to pay your student bill. See http://www.pennportal.upenn.edu/pennportal.html for more information.

The PennPortal https://mylinnys.sis.upenn.edu/pennportal/pennportal.php provides access to billing, financial aid, external loans and a host of other University Services. With your on-campus authentication (see p. 21), you can access this secure area and manage most transactions from one location.

HOUSING INFORMATION

ON-CAMPUS

Department of Housing Services
Stouffer Commons
3702 Spruce Street
http://www.upenn.edu/housing
Tel 215.898.3547

On-campus housing for graduate students is conveniently located in the Sansom Place East and West high rises at 36th-37th and Chestnut Streets. A variety of options is available, including furnished single rooms, one- and two-bedroom apartments. Several upper-level floors are dedicated to Wharton MBA students in Sansom Place West. No children or pets (except birds and fish) can be accommodated. To apply, visit http://www.upenn.edu/housing and select My Home at Penn. You will need your PennKey to log in.

On-campus housing provides advantages such as:
• convenience — 5 minute walk to Huntsman Hall
• flexible occupancy periods — conducive to the academic calendar
• community and graduate programming — an opportunity to interact with Wharton and other graduate students.

The Sansom Community Services office also provides support and advocacy for Penn graduate and professional students. A sample apartment is available for tours from mid-June through early August. For your hours, contact living@easentry.nls.upenn.edu.

OFF-CAMPUS

Office of Off-Campus Services (OCS)
3730 Walnut Street
http://www.upenn.edu/offcampusservices
Tel 215.898.6500

The Office of Off-Campus Services (OCS) assists students, staff and faculty at all stages of their off-campus living experience. Resources include:
• The Graduate Guide, a part of the OCS website with interactive maps, detailed landlord and building profiles, and everything else you need for your off-campus housing search. From the OCS home page, click on “Graduate Guide 2011.”

DUAL AND JOINT DEGREE STUDENTS

If you are currently attending or have been admitted to one of Wharton’s dual or joint degree partner programs at Penn — MBA/DM, MBA/ID, MBA/MA-Lauder, MBA/MB, MBA/MD, MBA/MES or MBA/MSE — or the School of Advanced International Studies at Johns Hopkins University (Wharton/SIAS) or the Harvard Kennedy School (Wharton/HKS), be certain to review the dual/joint degree information under “Program Planning” and “Financial Information” in the MBA Resource Guide. If you have any questions about your dual or joint degree program or if your program is not listed above, contact Senior Associate Director Naomi Tzecogl in the MBA Program Office at ntzecogl@wharton.upenn.edu.

Additionally, you can contact your degree program to confirm whether they require any additional information. If you have elected to begin your studies at the other school, please notify Bonny Wilson in MBA Admissions at selecion@wharton.upenn.edu.

For those students whose comprehensive program involves coursework or other academic commitments this current summer, remember that Pre-Term begins on August 1 for all students. Plan your return to Philadelphia accordingly.

INFORMATION TO COME

Additional information that you can expect to receive this summer includes the following materials.

BI-WEEKLY E-MAIL UPDATES

The first e-mail from our office will be sent in conjunction with the mailing of this packet. Every two weeks, leading up to Pre-Term, we will send you updates to help you keep on track with your pre-arrival preparations. Look for important information such as the MBA Bulletin #1 and information about the Learning Team Retreat and the WGA in these messages. We will also introduce you to everyone in our office.

MBA Bulletin #1

The Bulletins are the MBA Program Office’s means of advising you about essential academic and program-planning matters. This first bulletin includes the detailed Pre-Term schedule and various Pre-Term updates.

Learning Team Retreat Information

This introductory letter to the Learning Team Retreat will help you plan for this event which is held August 21–23.

INFORMATION FROM PENN

Additional materials will be sent from various offices of the University of Pennsylvania. Among the items you can expect to receive are the Campus Express brochure (see p. 24 for info about Campus Express Online), a mailing from Student Health Services and your Fall Term bill from Student Financial Services.

FINALLY...

We recommend that you organize the various materials that you receive, as well as any other written and verbal materials that you may be submitting. Pack these things separately for easy access upon arrival in Philadelphia. Should you lose anything, all of our mailings and biweekly e-mail updates will be posted to the MBA Program Office website.

We look forward to your arrival. Meanwhile, contact us if there is anything we can do to help you GET STARTED!!
**WAIVER GUIDELINES SUMMARY**

THIS IS AN OVERVIEW ONLY, designed to help you decide which sections of the WAIVER INFORMATION GUIDES to read in full detail. If you are considering waiving a core course requirement by presenting the requisite credentials or by successfully completing the waiver exam, be certain to read the introductory information about waiving core courses on page 5, the detailed materials on the WAIVER INFORMATION GUIDE and in the MBA Resource Guide. See the diagram on page 32 for the timing of each course in the first year.

**Ways by credential**

Ways by credential require the submission of university transcripts and course syllabi or, on the very rare occasion that they are permitted on the basis of work experience, detailed descriptions of job experience, projects, and responsibilities. Ways are not available for Teamwork and Leadership (MGMT 652), Ethics and Responsibility (LGST 652), or Management Communications (WHSCP 653). The deadline to waive by credentials is August 8.

**Ways by exam**

In the fall semester, ways by exam are given only in exceptional circumstances. No make-up exam is available. WAIVER EXAMS ARE GIVEN ONLY ONCE AND THERE ARE NO MAKE-UP EXAMS.

**WAIVER BY CREDENTIAL**

**ACCT 620 (0.5 cu)**

Financial Accounting

- Full Waiver
  - Proficiency in accounting in CPA, CA, ABD (has passed CPA)
- Partial Waiver
  - Professional certification in accounting in CPA, CA, ABD (has passed CPA or ACCA)
- Conditional Waiver
  - Students are encouraged to take the core accounting exam (ACCT 604)

**ACCT 646 (0.5 cu)**

Managerial Accounting

- Professional certification in accounting in CPA, CA, CMA
- Two undergraduate courses in cost accounting with a grade of B+ or better
- Students are encouraged to take the core accounting exam (ACCT 604)

**AMCBETES for 0.5 cu**

Government & Legal Environment of Business

- Credentials are reviewed by two departments: Business & Public Policy and Legal Studies. Students must fulfill both requirements for a full waiver. For both departments, coursework must have been completed within the last five years.

**BPU B Waiver**

- At least one undergraduate-level course with a grade of A in public policy, economics, or political science that examines the political process and formulates legislation and regulations affecting business and must be documented with a detailed syllabus (an undergraduate degree in political science is NOT sufficient)
- Substantial high-level work experience in a position involving the interaction of politics and firm strategy

**LSGT Waiver**

- Law degree or enrolled in Penn’s JD MBA dual degree program (conditional upon successful completion of JD degree)
- One graduate-level course in public policy and one undergraduate-level course, preferably in coursework that is significant in professional experience and enhancing the legal environment of business with majority of the coursework completed with grade of A or above

**MCKG 610 (0.5 cu)**

Macroeconomics and the Global Economic Environment

- Two semester-long courses in finance or financial economics within the last five years with a grade of B or better
- One course must be in macroeconomics

**MCKG 611 (0.5 cu)**

Microeconomics

- Two semester-long courses in microeconomics or microeconomics within the last five years with a grade of B or better
- One course must be microeconomics

**MGT 655 (0.5 cu)**

Competition Strategy

- Microeconomics background that does not meet the above requirements may qualify for Managerial Economics & Game Theory (MGT 784) course equivalency

**MGSC 620 (0.5 cu)**

Managerial Economics

- Core microeconomics coursework or equivalent

**MGEC 621 (0.5 cu)**

Managerial Economics

- Core microeconomics coursework or equivalent

**OPIM 621 (0.5 cu)**

Operations Management: Quality & Productivity

- Core microeconomics coursework or equivalent

**OPIM 626 (0.5 cu)**

Decision Models and Uncertainty

- Core microeconomics coursework or equivalent

**STAT 628 (0.5 cu)**

Statistical Analysis of Management

- Core microeconomics coursework or equivalent

**WIDG 620 (0.5 cu)**

Introduction to Microeconomics

- Core microeconomics coursework or equivalent

**WIDG 621 (0.5 cu)**

Introduction to Macroeconomics

- Core microeconomics coursework or equivalent

**WAIVER BY EXAM**

**ACCT 620 Waiver Exam: August 15**

- Students are encouraged to take the waiver core exam (ACCT 604)

**ACCT 621 Placement Exam: August 24**

- Students are expected to take the accelerated core-level course (ACCT 604)

**ACCT 646 Waiver Exam: September**

- Significant work experience in cost accounting, but does not qualify for waiver by credential

**FINCE 646 Waiver Exam: August 19**

- Students are encouraged to take the core exam (FINCE 604)

**FINCE 646 Placement Exam: August 29**

- Core microeconomics coursework or equivalent

**FINCE 651 Waiver Exam: September**

- Core microeconomics coursework or equivalent

**FINCE 652 Placement Exam: August 29**

- Core microeconomics coursework or equivalent

**FINCE 664 Waiver Exam: September**

- Core microeconomics coursework or equivalent

**MGT 655 Waiver Exam: September**

- Core microeconomics coursework or equivalent

**MGSC 620 Waiver Exam: August 27**

- Core microeconomics coursework or equivalent

**MGSC 621 Waiver Exam: August 27**

- Core microeconomics coursework or equivalent

**OPIM 621 Waiver Exam: September**

- Core microeconomics coursework or equivalent

**OPIM 626 Waiver Exam: September**

- Core microeconomics coursework or equivalent

**STAT 628 Waiver Exam: August 27**

- Core microeconomics coursework or equivalent
WAIVERS AND CORE COURSE SCHEDULE

This diagram provides a visual depiction of how waiving a course will affect your class schedule during the first year. For example, you must waive both MGE C 621 and OPIM 621 to fit a full-semester elective into time slot 6 in the Fall Term. Additionally, if you waive MGE C 621, STAT 621 and MKTG 621, you may want to consider quarter 1 (Q1) electives rather than full-semester electives.

This chart also shows you the dates of waiver exams. Delaying or submitting incomplete waivers-by-credentials may not allow you to plan appropriately and may result in your inadvertently needing to take a waiver exam. Waiver requests will not be accepted after September 7 and waiver exams are only given during Pre-Term.

Core Curriculum

<table>
<thead>
<tr>
<th>TIME PERIOD</th>
<th>FALL TERM</th>
<th>SPRING TERM</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>ACCT 620 Financial Accounting</td>
<td>ACCT 622 Managerial Accounting</td>
</tr>
<tr>
<td></td>
<td>Waiver Exam: August 15</td>
<td>Waiver Exam: September</td>
</tr>
<tr>
<td>2</td>
<td>ACCT 621 Financial Accounting (accelerated)</td>
<td>MGMT 621 Marketing Management: Strategy</td>
</tr>
<tr>
<td></td>
<td>Placement Exam: August 24</td>
<td>Waiver Exam: September</td>
</tr>
<tr>
<td>3</td>
<td>FNCE 601 Corporate Finance</td>
<td>FNCE 602 Macroeconomics and the Global Economic Environment</td>
</tr>
<tr>
<td></td>
<td>Waiver Exam: August 19</td>
<td>Waiver Exam: September</td>
</tr>
<tr>
<td>4</td>
<td>STAT 621 Statistics for Managers</td>
<td>MGMT 621 Managing People at Work</td>
</tr>
<tr>
<td></td>
<td>Placement Exam: August 18</td>
<td>Waiver Exam: August 27</td>
</tr>
<tr>
<td>5</td>
<td>MGMT 622 Foundations of Teamwork and Leadership</td>
<td>MGMT 622 Operations Management: Quality and Productivity</td>
</tr>
<tr>
<td></td>
<td>No Waiver Option</td>
<td>Waiver Exam: September</td>
</tr>
<tr>
<td>6</td>
<td>MGE C 621 Managerial Economics</td>
<td>WHCP 653 Management Communication No Waiver Option</td>
</tr>
<tr>
<td></td>
<td>Waiver Exam: August 17</td>
<td>WHCP 653 Management Communication No Waiver Option</td>
</tr>
</tbody>
</table>

*Waiver by credential applications submitted by August 6 deadline are guaranteed a decision prior to school year, waiver exams, and course auctions. Waiver by credential may be accepted at faculty waiver advisor discretion up to September 7th, but not after that date.
The University of Pennsylvania values diversity and seeks talented students, faculty and staff from diverse backgrounds. The University does not discriminate on the basis of race, color, sex, sexual orientation, gender identity, religion, national or ethnic origin, age, disability, or status as a disabled or Vietnam-era veteran in the administration of its educational policies, programs, or activities, admissions policies and procedures, scholarship and loan programs, employment, recreational, athletic, or other University-administered programs. Questions or concerns regarding the University's equal opportunity and affirmative action program and activities or accommodations for people with disabilities should be directed to the Executive Director, Office of Affirmative Action and Equal Opportunity Programs, Suite 227, 3600 Chestnut Street, Philadelphia, PA 19104-6106 or 215.898.6993 (voice) or 215.898.7803 (TTY). Specific questions concerning the accommodation of students with disabilities should be directed to the Office of Student Disabilities Services located at the Learning Resources Center, 3820 Locust Walk, Harvey House, Suite 110, 215.573.9235 (voice) or 215.746.6320 (TTY).

The University of Pennsylvania must reserve the right to make changes affecting policies, fees, curricula, or any other matter announced in this publication.

The Federal Crime Awareness and Campus Security Act requires all institutions of higher education to provide information on their security policies and procedures and statistics regarding the number of crimes and other matters. The University's Annual Security Report contains crime statistics and information on security policies and procedures, available at https://police.upenn.edu. Students and employees may also request a copy of the Annual Security Report by contacting the Office of Public Safety at 215.898.7240.