

**WH 101x: Business and You**  
**Exploring Business Pathways and Developing Your Potential**  
**Fall 2019**

**Course Description**

WH 101 is the first step of your Leadership Journey at Wharton:

***WH 101 – “Business and You: Exploring Business Pathways and Developing Your Potential”***

WH 201 – “Management Communication: Persuasive Speaking and Writing for Business”

WH 301 – “Teamwork and Interpersonal Influence”

WH 401 – Senior capstone project

WH 101 is designed to give you a sense of **purpose**, the **agility** to exercise leadership, and the chance to build **community** through face-to-face interactions and the support of **technology** (such as Idea Machine or our learning management system, Canvas). Monday lectures will help you discover your unique interest in academic, research, and professional pursuits, enhance your appreciation of the complexity of business itself, and increase your understanding of the interrelatedness of various fields of study in business. Tuesday or Thursday recitations will help you acquire greater agility by building awareness of your strengths and leadership potential through study, feedback from trusted peers and colleagues, and stretch experiences that stimulate your growth and development. The case collaboration – the culminating assignment in the course—asks you to work with your teammates in order to address a real challenge facing a local service agency. In the process of addressing and resolving your client’s challenge, you will hone four skills essential to the pursuit of your personal, academic, and professional goals: the ability to think creatively, to analyze and solve problems, to apply what you have learned, and to reflect on learnings.

**Objectives**

1. Introduce you to thought leaders from the Wharton faculty and alumni community. This gateway course will feature professors and alumni in conversations about critical issues, research, and leadership lessons, and in this way shed light on the wide range of curricular opportunities available at Wharton.
2. Launch you on the Leadership Journey by making you more aware of your strengths and leadership potential. This course is the first of four required components that will enable you to exercise leadership by providing experiential learning opportunities as well as evidence-based content on leadership, communication, teamwork, and diversity.
3. Invite you into the Wharton experience as an engaged and empowered member of the scholarly and co-curricular community. An orientation and immersion in the Wharton experience will enable you to identify and use resources and networks within the Wharton and Penn communities that will support your personal, academic, and professional goals.

## Faculty

### Lectures

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Diana Robertson, Ph.D.  
Samuel A. Blank Professor in Legal Studies, Professor of Legal Studies & Business Ethics  
Vice Dean and Director, Wharton Undergraduate Division  
[robertsd@wharton.upenn.edu](mailto:robertsd@wharton.upenn.edu)

### Recitations

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Anne M. Greenhalgh, Ph.D.  
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Matthew LaPalme  
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Scott J. Romeika, Psy.D.  
Lecturer in Management  
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## Course Information

### Lecture – “Business Pathways”

Section 001	Mondays 12:00 – 12:50 PM	Huntsman G06	Prof. Robertson
Section 002	Mondays 1:00 – 1:50 PM	Huntsman G06	Prof. Robertson
Section 003	Mondays 2:00 – 2:50 PM	Huntsman G06	Prof. Robertson

### Recitation – “Developing Your Potential”

Section 210 (Dinar)	Tuesdays 9:00 – 10:20 AM	Huntsman 360	Prof. Greenhalgh
Section 211 (Peso)	Tuesdays 9:00 – 10:20 AM	Huntsman 365	Prof. Hirshon
Section 212 (Yuan)	Thursdays 9:00 – 10:20 AM	Huntsman 360	Prof. Greenhalgh
Section 213 (Transfer)	Thursdays 9:00 – 10: 20 AM	Huntsman 365	Prof. Romeika
Section 220 (Rupee)	Tuesdays 12:00 – 1:20 PM	Huntsman 360	Prof. Greenhalgh
Section 221 (Transfer)	Tuesdays 12:00 – 1:20 PM	Huntsman 365	Prof. LaPalme
Section 222 (Euro)	Thursdays 12:00 – 1:20 PM	Huntsman 360	Prof. Greenhalgh
Section 223 (Yen)	Thursdays 12:00 – 1:20 PM	Huntsman 365	Prof. Romeika
Section 230 (Dollar)	Tuesdays 3:00 – 4:20 PM	Huntsman 360	Prof. Greenhalgh

Section 231 (Transfer)	Tuesdays 3:00 – 4:20 PM	Huntsman 365	Prof. LaPalme
Section 232 (Shekel)	Thursdays 3:00 – 4:20 PM	Huntsman 360	Prof. Greenhalgh
Section 233 (Rand)	Thursdays 3:00 – 4:20 PM	Huntsman 365	Prof. Romeika

*Credit:* 0.5 CU

*Grading:* Pass/fail only

## Format

WH 101 is highly interactive, experiential, and engaging. Thought leaders and experts in the field will guide you through the discovery of business pathways and how you can leverage your unique strengths and talents to contribute to Wharton, Penn, and the world at large. You will gain the most by thoroughly preparing for each class, participating in class discussions and exercises, and responding to prompts and challenges from faculty and facilitators. Think creatively, critically, and with an open mind!

Sessions are structured thematically in the following ways:

*“Business Pathways” (Mondays):* Faculty members from each of Wharton’s 10 academic departments will lead 50-minute interactive sessions introducing you to the business pathways that lie ahead of you. Faculty will give an overview of their work and emphasize its societal value. Though each discussion will uniquely spotlight each respective business field, faculty will frame the conversation around some common themes and questions, including:

- What are the critical problems each department, discipline, or field tries to solve?
- What problems, issues, or challenges will each department, discipline, or field face in the future? How will they and their colleagues rise to the challenge?
- What skillsets do leaders in each field need to develop and apply?

*“Developing Your Potential” (Tuesdays / Thursdays):* Your professors and guest instructors will facilitate 80-minute interactive sessions that prepare you for the Wharton experience and get you started on the first step toward discovering and developing your talents. Approximately 50 minutes per session will be devoted to specific topics in leadership development, while about 30 minutes per session will include group activities that reinforce topics in ways that can be applied to your case collaboration project.

## Materials

Course materials include academic readings and cases provided by departments, self-assessments, and on-line resources, as outlined below in the Class Schedule. Please be sure to review all assigned materials before the respective class meeting.

## Evaluation and Grading

The course is pass/fail grading only, but you will be held to a high yet achievable standard in order to pass. You will be evaluated for 1) participation in class sessions, 2) submissions to Canvas, and 3) your

case collaboration work. Our expectation is that you will meet all of these requirements in order to earn a “pass” for the course.

1) Class sessions: Class sessions serve several purposes as you explore pathways, develop your potential, and adjust to new ways of thinking. Instruction from faculty, staff, and panelists provide pertinent information to guide your future choices. Polling, quizzes, and prompts from facilitators stimulate new ideas and new possibilities. Discussions and activities reinforce learning and build community. We therefore expect that you will attend each session, arrive on time, adhere to the pre-planned seating charts, and actively participate.

*Participation.* Because discussion and small group engagement are substantial parts of the course, active participation is essential — for both your own learning and that of the other students. Participation comprises both thorough preparation in advance of sessions and high quality contributions to class discussions and small group projects. You will be asked at various times throughout the class to respond to questions or engage in a brief activity. These “challenges” will offer you various channels for engaging in the topics, and are designed to be thought provoking, engaging, and fun!

Be prepared to contribute to the class discussions by asking questions whenever necessary and by integrating the vocabulary and concepts from the class into your comments. Class discussions provide the opportunity to practice your speaking and persuasive skills and to demonstrate your ability to listen. High-quality participation involves knowing when to speak and when to listen or allow others to speak. The best class comments are:

- Credible. For example, you use evidence to support your point or perhaps you show a curiosity and a willingness to explore based on a common understanding you share with the class
- Focused. For example, you show consideration for others by thinking before you speak and getting to the point
- Relevant. For example, you make or raise issues that are relevant to the current focus of the class, take into consideration the ideas already offered by others;
- Considerate. For example, you disagree or raise a counterpoint in a way that shows respect and consideration for others.

Comments that are vague, repetitive, unrelated to the current topic, disrespectful of others or without sufficient foundation are discouraged and will be evaluated negatively.

You will have the opportunity to receive structured feedback on your preparation and participation during required meetings with your TAs. You will meet one-on-one with your TA three times during the course of the semester. Each 30-minute meeting will provide a moment of reflection, a chance to take stock of your progress, and the opportunity to discuss next steps. TA meetings will support your growth and development over the course of the semester.

*Absences.* All absences must be reported through the Course Absence Reports (CAR) system via Penn InTouch. You are responsible for making up class content and/or readings and other preparatory materials for any days that you miss. Should you find that your situation creates extenuating circumstances, please see your instructor to discuss.

*Passing grade.* To pass the course, you must attend at least 20 of the 22 scheduled class meetings, meeting the above standards for quality participation. Arriving late to class by more than 5 minutes will count as 0.5 absence.

**2) Assignments:** Assignments are designed to increase your insights, spark your curiosity and creativity, develop your critical thinking and problem solving ability, and give you the opportunity to reflect on and apply what you have learned. We therefore expect that you will complete each assignment in a thoughtful, high quality manner. For subpar submissions, instructors and TAs will provide feedback that we expect you will incorporate into your revisions. Most assignments are submitted through Canvas, though some will require other platforms. Directions and due dates for all assignments will be published on Canvas.

*Pre-session work.* Some sessions require you to complete quizzes, surveys, inventories, and other measures to prepare you for in-class discussions and activities. Careful reflection and subsequent feedback will allow you to develop your unique academic, career, and leadership aspirations.

*Reflective essay.* This essay, separated into 3 submissions that are 2 pages per submission, is intended to help you reflect on your past experiences, your current mindset, and your future aspirations.

*Passing grade.* To pass the course, you must complete and submit all assignments. While we expect that you will submit all assignments on time, consideration will be given for up to 2 late submissions if accompanied by a note of explanation and a plan for completing and submitting the late work.

**3) Case collaboration.** You will have the chance to contribute to the Philadelphia community by participating in a case collaboration in which students work together in small teams to address an issue, problem, or challenge facing a local service agency. Your team will have access to relevant client information in advance, the opportunity to brainstorm independently and funnel ideas as a group, and to pitch creative solutions to clients. The case collaboration will draw on individual, interpersonal, and group strengths and give you the opportunity to use your creative and critical thinking skills, apply what you have learned, and reflect on the experience. We expect you to participate fully and productively at all stages of the case collaboration. For subpar participation or performance, instructors and TAs will provide feedback that we expect you will incorporate into elevating your contributions to the project.

*Passing grade.* To pass the course, you must be an active participant in the case collaboration throughout the semester and must demonstrate positive contributions to your team. Attendance at the team presentations – both for your team and to hear the presentations of other teams – is mandatory and required to pass the course.

## **Policies**

*Seating:* Because you will be working in small groups at various (and sometimes unpredictable!) times throughout this class, we will use a pre-planned seating arrangement for this course. You will be marked “present” for attendance purposes only if you are in your assigned seat.

*Use of Electronics:* To help promote engagement with the course, all phones, tablets, computers, and other electronics for all classes must be turned off and put away out of sight during the entire session (unless you are instructed to do otherwise). This policy will be strictly enforced.

*Accommodations:* The University of Pennsylvania provides reasonable accommodations to students with disabilities who have self-identified and been approved by the office of [Student Disabilities Services](#) (SDS). If you have not yet contacted SDS, and would like to request accommodations or have questions, you can make an appointment by calling SDS 215-573-9235. The office is located in the [Weingarten Learning Resources Center](#) at Stouffer Commons 3702 Spruce Street, Suite 300. All services are confidential.

## **Academic Integrity**

As a member of the Wharton community, you should familiarize yourself with the students' guide to Academic Integrity at Penn (<http://www.upenn.edu/academicintegrity/index.html>) and the Code of Academic Integrity: "Since the University is an academic community, its fundamental purpose is the pursuit of knowledge. Essential to the success of this educational mission is a commitment to the principles of academic integrity. Every member of the University community is responsible for upholding the highest standards of honesty at all times. Students, as members of the community, are also responsible for adhering to the principles and spirit of the following Code of Academic Integrity." ([http://www.upenn.edu/academicintegrity/ai\\_codeofacademicintegrity.html](http://www.upenn.edu/academicintegrity/ai_codeofacademicintegrity.html)).

You are encouraged to discuss class topics with other students in the class. However, your individual assignments, responses, and contributions to class are to be your own original work and must truthfully represent the time and effort you apply. You are also asked to keep confidential and not disclose answers to cases or quizzes, so as not to spoil the learning impact of these exercises for any future students.

Consult with the instructors if you have any questions about academic integrity expectations for this class. If you are unsure whether your work constitutes a violation of the Code of Academic Integrity, it is your responsibility to clarify any ambiguities.