

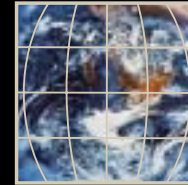


The Joseph H. Lauder Institute of  
Management & International Studies  
University of Pennsylvania  
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256 South 37th Street  
Philadelphia, PA 19104-6330  
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[www.lauder.wharton.upenn.edu](http://www.lauder.wharton.upenn.edu)



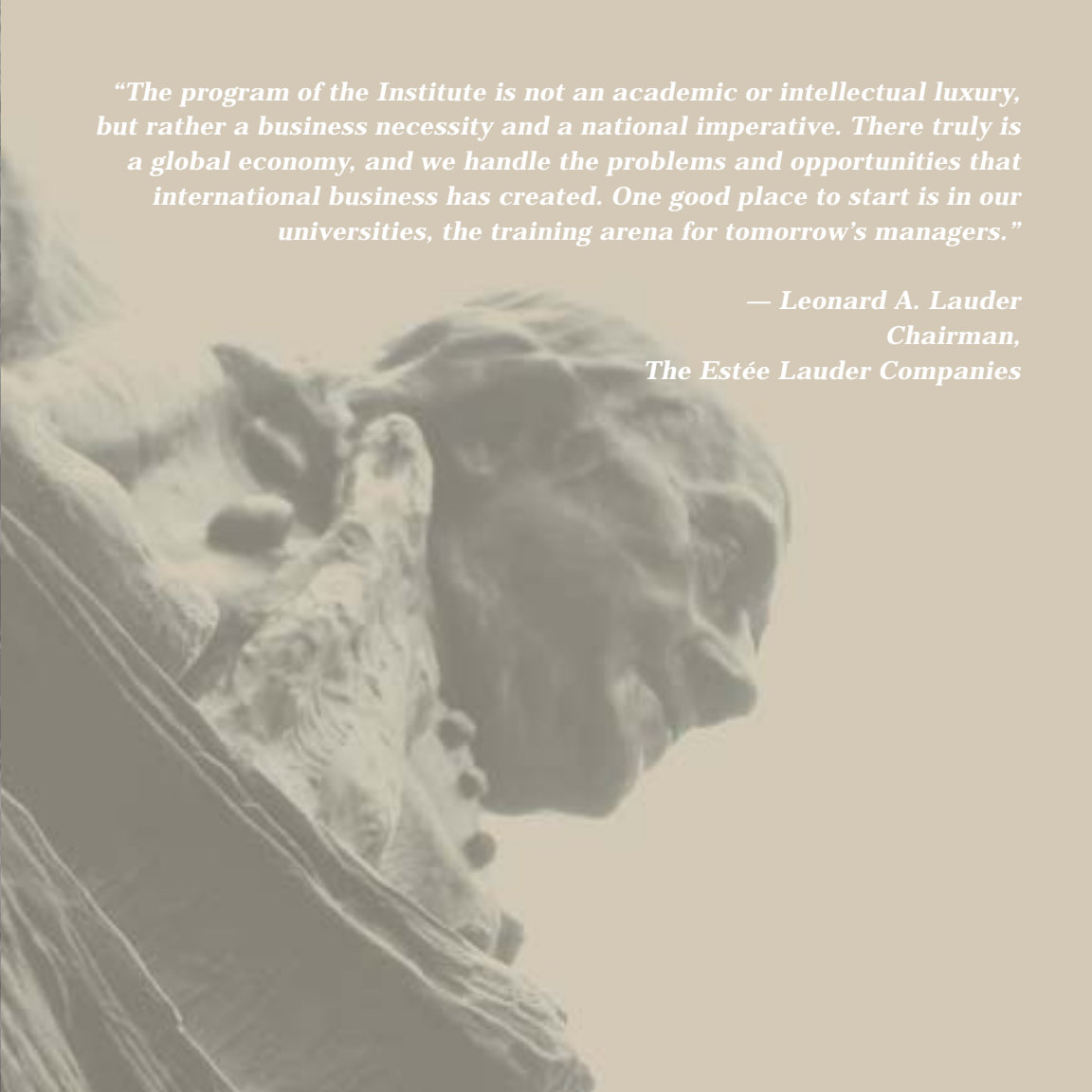
Because not all business minds think alike.





*“The program of the Institute is not an academic or intellectual luxury, but rather a business necessity and a national imperative. There truly is a global economy, and we handle the problems and opportunities that international business has created. One good place to start is in our universities, the training arena for tomorrow’s managers.”*

*— Leonard A. Lauder  
Chairman,  
The Estée Lauder Companies*





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### **The Lauder Institute.**

Preparing leaders to speak the global languages of business, culture and politics. *Fluently.*

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### **Admission.**

The Lauder MBA/MA program shares a joint application with the Wharton School's MBA program. The online application and information, including requirements for admission can be found on the Lauder website,

**[www.lauder.wharton.upenn.edu](http://www.lauder.wharton.upenn.edu)**

For more information about the Wharton MBA program please visit **[www.wharton.upenn.edu/mba](http://www.wharton.upenn.edu/mba)**

**Note: Lauder and Wharton review applications in rounds. Lauder participates in rounds 1 and 2 only, since our program begins in late April/early May.**

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Federal Law, the Disclosure of Campus Security Policy and Campus Crime Statistics Act, requires all institutions of higher education to provide information on their security policies and procedures and specific statistics for criminal incidents and arrests on campus to students and employees, and to make the information and statistics available to prospective students and employees upon request. The Pennsylvania College and University Security Information Act requires Penn to provide information about its security policies and procedures to students, employees and applicants; to provide crime statistics to students and employees, and to make those statistics available to applicants and prospective employees upon request. This information about Penn is available by calling the Division of Public Safety at 215.898.7297.

**Intense. Intimate. Inspiring.**

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## A Business World Apart.

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*“...It’s a great program in terms of access to the MBA program, access to a globalized education and practical experience, as well as understanding the culture and language of different parts of the world. It’s a fantastic program for anyone who wants to work in the newly globalizing world.”*

*- Shiv Khemka, Lauder Class of 1990; Director, SUN Group; Lauder Institute Board of Governors*

For more than 20 years the Lauder Institute has been a pioneer in integrating management education with international studies and language and cross-cultural proficiencies. The program at the Institute offers students:

- An MBA from the Wharton School
- An MA in International Studies from the University of Pennsylvania’s School of Arts & Sciences
- Advanced applied language study
- Two-month, in-country immersion programs
- Supportive global community of students, alumni, faculty, and corporate leaders
- Dedicated language faculty

## Cultivating the Culture of Business.

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The Lauder Institute building is a welcoming oasis on Penn’s busy campus. Students enjoy the camaraderie and international ambience of the Lauder Lounge, an intimate, relaxed setting for all to gather and rejuvenate themselves. Here, students can unwind with their friends, study, and have group meetings. The resources of the Lauder Library invite students to work, study, and learn together.

## Enriching the Mind.

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The intellectual curiosity of Lauder students goes well beyond business. The Master’s thesis was conceived with this in mind. A requirement for graduation, the thesis is both an integral part of the Lauder learning experience and a unique opportunity to pursue academic research. Students work closely with a thesis advisor from the School of Arts & Sciences to choose their own topic and conduct original, in-depth research.





### **The Wharton School.**

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The Wharton School of the University of Pennsylvania is recognized around the world for its academic strengths across every major discipline and at every level of business education. Founded in 1881 as the first collegiate business school in the world, Wharton has approximately 4,600 undergraduate, MBA, Executive MBA, and doctoral students; more than 8,000 annual participants in its executive education programs; and an alumni network of more than 80,000 graduates worldwide. In the MBA program, more than 40 percent of the students are international, and come from 63 countries.

### **The School of Arts & Sciences.**

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With a faculty of nearly 500 and a student body close to 2,000, the Graduate Division of the University of Pennsylvania's School of Arts & Sciences is one of the world's leading graduate programs in the liberal arts. The School has 33 programs with some of the world's finest scholars on its faculty, contributing to the School's reputation for strong interdisciplinary research and instruction.

### **Think Globally. Speak Globally.**

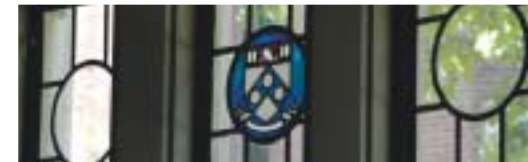
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A career as an international manager requires more than intuitive management talent. Today's global business climate demands both astute business skills and a keen understanding of the world's diverse business cultures. It's a complex world, and the business of business stretches to the four corners, and beyond.

The Joseph H. Lauder Institute of Management & International Studies offers an international MBA/MA program designed to prepare you for the world of global business. It's for those who speak a second language and want to learn the art of communicating and conducting business in that language. It's for those with a passion for understanding cultural diversity and interests that go beyond business.

In short, the Lauder Institute is more than a business program. It's a career-changing, life-changing opportunity.

The Lauder Institute combines a world-renowned Wharton MBA, a Master's in International Studies, and customized language training. It's an intense 24-month program that prepares leaders for the ever-evolving global economy.



### **Business as Unusual.**

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Lauder students don't just study the world from the classroom. They take the classroom to the world. Students spend time abroad, immersed in a region's language, economics, history, politics, law, religion, business, and culture. The summer immersion includes corporate visits, cultural visits, and a consulting project. Students are also encouraged to seek internships abroad. Consider it a business venture with cultural adventure.

### **Gateway to a World of Business.**

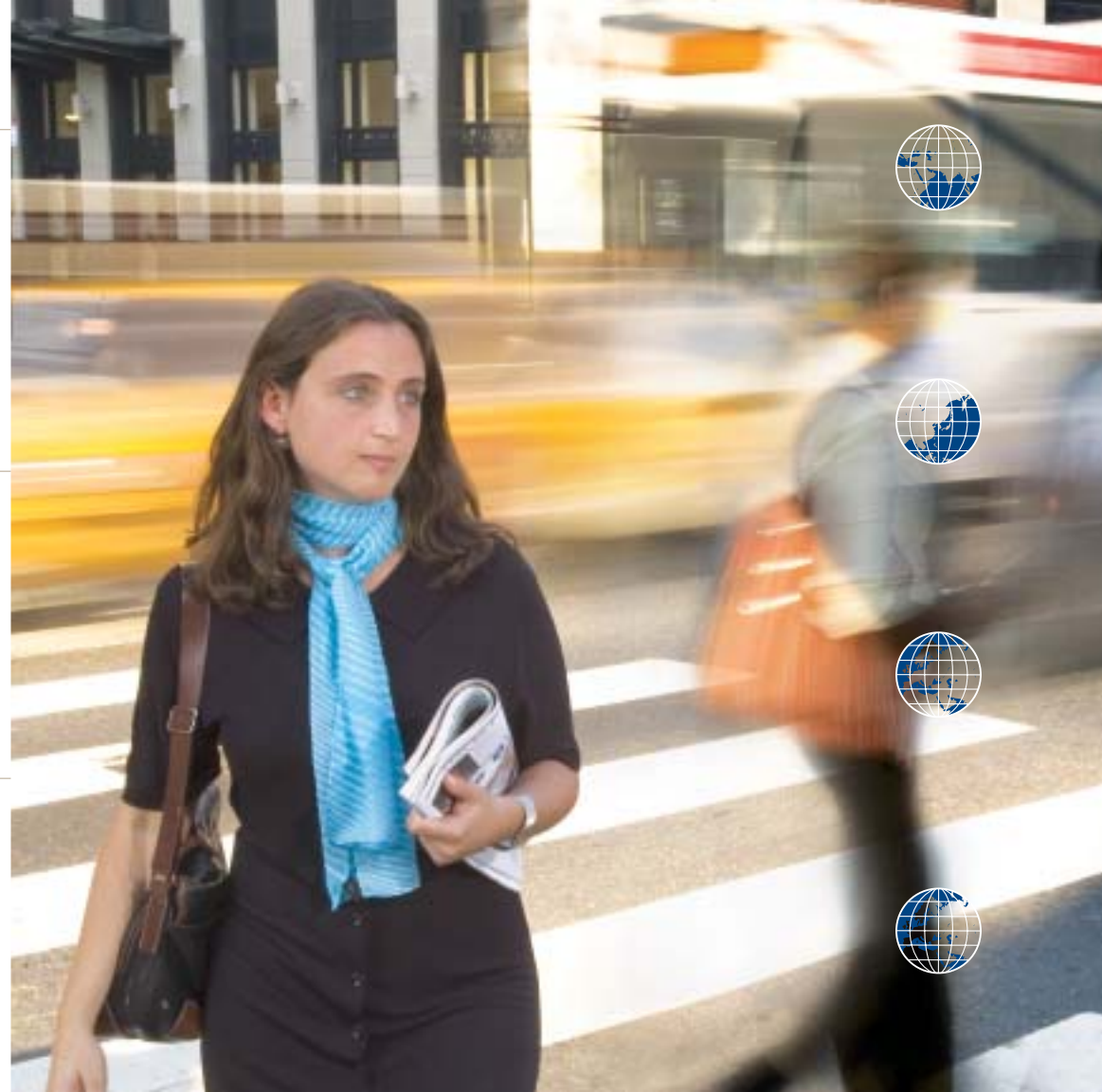
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It's more than just what you know, it's who you know. Students benefit from a diverse, supportive, and committed community of classmates the world over. Graduates are welcomed into an influential worldwide alumni network that introduces them to a vast array of global opportunities. As a Lauder graduate the world is full of discoveries for both your career and your life.

### **Drivers of the Global Economy.**

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Students enjoy exposure to senior executives from companies around the world through the International Executive Lecture Series. Members of the Institute's Board of Governors, a veritable who's who of corporate leaders worldwide, along with alumni, visit the Penn campus each year to share and discuss their experiences.





Students are absorbed into a community passionate about international management issues and global studies.

**The Language of Global Business is Spoken Here.**

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Students focus on one of eight non-native languages in which they already have a functional knowledge.

- Arabic
- Chinese
- French
- German
- Japanese
- Portuguese
- Russian
- Spanish

The Institute's language faculty know the language of business. Tailored lessons immerse students in a region's business, culture and history. By the time they graduate, students can confidently conduct business in the world region for which they've studied. In fact, many students choose to live and work overseas after graduation.