



Application to the MBA Class of 2028

Peter (Peter) Oluwatobiloba Ojo

891087254



**Harvard
Business
School**

**MBA
Admissions &
Financial Aid**

Biographical and Contact Information

Name Peter (Peter) Oluwatobiloba Ojo

Email peter.o.ojo@gmail.com

Phone +1 910-849-4868

Birthdate 11/13/1997

Citizenship Status



Geographic Background

Fayetteville, NC, United States

I was born in New Jersey and moved to Fayetteville, NC to start elementary school. I lived in Fayetteville from kindergarten through 10th grade. For my last two years of high school, I went to boarding school in Durham, NC 27705

Mailing Address

2811 Colorado Ave Apt 1, Santa Monica, CA, United States, 90404-3658

Permanent Address

2811 Colorado Ave Apt 1, Santa Monica, CA, United States, 90404-3658

Current Residence Santa Monica, CA, United States

Language Skills

Language (Proficiency) Spanish (Some Instruction)

Language (Proficiency)

Language (Proficiency)

Language (Proficiency)

Language (Proficiency)

Parent 1

Name Olusola Ojo

Living? Yes

Current Residence Fayetteville, NC, United States

Employment Status Employed

Industry Health Providers/Services

Employer Fayetteville Veterans Affairs Medical Center

Occupation/Title Clinical Pharmacist

Education Professional degree beyond bachelor's degree (MBA, MD, JD, DDS, DVM, LLB)

Parent 2

Name Babtunde Ojo

Living? Yes

Current Residence Fayetteville, NC, United States

Employment Status Employed

Industry Health Providers/Services

Employer Alpha Medical Center

Occupation/Title Board Certified Physician, Practice Owner (Self-employed)

Education Professional degree beyond bachelor's degree (MBA, MD, JD, DDS, DVM, LLB)

Siblings

Age(s) of Sibling(s) 24, 31, 32

First Generation Student

Are you a first generation college student? 0

Additional Context

Please use this section to share any additional information about your family background.

I was the first person in my family born in the U.S. My older siblings were born in the UK and spent their early childhood there. My home growing up was heavily influenced by Nigerian and British culture, and the southern U.S. culture around me.

Employer 1

Employer Sony Pictures Entertainment Inc. (Sony Corp.)

Division / Unit / Office / Group Corporate Development

Location Culver City, CA, United States

Industry Media / Entertainment / Travel - Film

Founder?

Family Biz?

Start Date March 2023

End Date Present

Employees 5000-9999

Website <https://www.sonypictures.com/>

Revenue More than 10 billion

Starting Role

Title Senior Analyst

Function Corporate Development

Type Full Time

Annual Compensation \$135,000

Annual Bonus \$13,500

Current or Last Role

Title Manager

Function Corporate Development

Type Full Time

Annual Compensation \$158,000

Annual Bonus \$22,000

Short Answers

Employer Description

Sony Pictures' operations include global content distribution to 130 countries, film & tv production, digital content creation, channel investments, home entertainment acquisition, studio operations, developing new entertainment products and tech.

Your Role and Responsibilities

Corporate Development is responsible for inorganic growth through mergers & acquisitions, joint ventures, or divestitures. We identify growth opportunities globally and evaluate proposed transactions from a strategic and financial perspective.

Reason For Leaving

To continue growing as a leader and manager. As my career develops, I hope to inspire others toward a shared goal beyond my company's need for steady profit and growth. I want to better empower teammates and continue building my strategic mindset.

Key Accomplishments

Strategic Partnership with CFG (Manchester City): Prepared analysis behind a long-form content partnership with the soccer federation.

Hayate Joint Venture: Built financial model for JV between Crunchyroll and Aniplex to develop anime content.

Most Significant Challenge

Establishing my presence as a builder of communities. I'm east coast-bred and had been at JP Morgan since my internship. I had no connections at Sony or in LA. I sought opportunity to build community as treasurer of the Black employee resource group.

Employer 2

Employer J.P. Morgan Chase & Co. (NYSE:JPM)

Division / Unit / Office / Group Investment Banking, Leveraged Finance

Location New York, NY, United States

Industry Financial Services - Investment Banking: Other

Founder?

Family Biz?

Start Date July 2019

End Date February 2023

Employees 20000 or more

Website <https://www.jpmorgan.com/investment-banking>

Revenue More than 10 billion

Starting Role

Title Investment Banking Analyst

Function Finance: Underwriting / Advising

Type Full Time

Annual Compensation \$85,000

Annual Bonus \$35,000

Current or Last Role

Title Investment Banking Associate

Function Finance: Underwriting / Advising

Type Full Time

Annual Compensation \$160,000

Annual Bonus \$35,000

Short Answers

Employer Description

Global financial services firm offering solutions to multinational corporations, governments, and institutions across 100+ countries. JP Morgan provides strategic advisory, capital raising, risk management, and market making across asset classes.

Your Role and Responsibilities

On deal teams, I conducted financial due diligence and capital structure analysis for private equity sponsors and tech, media, and telecom companies. My team raised debt on behalf of clients to finance acquisitions or strategic growth initiatives.

Reason For Leaving

I wanted to learn the strategic rationale behind acquisitions and I had a passion for my media and entertainment clients. My job was focused on debt financing and limited in scope; I sought a new challenge and a greater role in the decision making.

Key Accomplishments

I created financial analysis for the first ever portable capital structure, supporting \$5B of debt raised for an \$8B acquisition of Astound Broadband. I worked on Grab Taxi's \$2B financing, the largest ever APAC high yield debt raise at the time.

Most Significant Challenge

Balancing work and personal life - I lost both grandmothers and a close friend. Deal volume was at all-time highs as debt was cheap in COVID. I continued showing up emotionally for friends and family, and was promoted for my efforts in leading deals.

School 1

Institution University of Pennsylvania			
Location Philadelphia, PA		English? EN	Level U
Start Date 08/2015	End Date 05/2019	Grad Date 05/2019	
Degree Bachelor of Science		Field Economics	
Major(s) Finance; Operations, Information, and Decisions			
GPA 3.31 / 4		Rank out of 2500	

School 2

Institution			
Location		English?	Level
Start Date	End Date	Grad Date	
Degree		Field	
Major(s)			
GPA /		Rank out of	

School 3

Institution			
Location		English?	Level
Start Date	End Date	Grad Date	
Degree		Field	
Major(s)			
GPA /		Rank out of	

Secondary School

School The North Carolina School of Science and Mathematics

Location Durham, NC, US

Grad Date 2015

Non-Degree Coursework 1

Course Name

Institution

Date

Grade

Non-Degree Coursework 2

Course Name

Institution

Date

Grade

Non-Degree Coursework 3

Course Name

Institution

Date

Grade

Additional Educational Background

Pell Grant Recipient

Have you ever been the subject of disciplinary action at an academic institution (including, but not limited to, violations of academic integrity)?

Extracurricular Activity 1

Organization Black Wharton Undergraduate Association**Role** Exec. Board, VP of External Affairs; prev. Freshman Liaison**Type** College/University**Start Date** 08/2015**End Date** 05/2019**Location** Philadelphia, PA**Description**

BWUA focuses on pre-professional development of undergraduates, connecting a range of corporate sponsors with students. BWUA provides support for members' academic, personal and professional goals.

Extracurricular Activity 2

Organization BE@SPE (Sony Pictures' Black Employee Resource Group)**Role** Treasurer**Type** Other**Start Date** 08/2023**End Date** Present**Location** Los Angeles, CA**Description**

BE@SPE focuses on engagement, career development and retention of black employees at SPE (6% of total). BE@SPE plans networking socials, speaker series, and community service. I manage a \$50k budget.

Extracurricular Activity 3

Organization Social Planning & Events Committee To Rep. Undergrad Minorities**Role** Director**Type** College/University**Start Date** 08/2015**End Date** 05/2019**Location** Philadelphia, PA**Description**

SPEC-TRUM is the student government arm producing concerts and speaking engagements for all, catered toward minority students. The group also provides funding to affinity clubs hosting campus events.

Award / Recognition 1

Title Onyx Senior Honor Society

Date April 2018

Basis

Recognizes exceptional black rising seniors for academic excellence, leadership and service at Penn. Members are chosen on the group's tenets of Humility, Humanity, and Heritage

Award / Recognition 2

Title Golden Cupola Award

Date May 2015

Basis

Awarded to 5-7 seniors (of 325+) that demonstrated exemplary citizenship and leadership, and made outstanding contributions to the NCSSM community outside of the classroom.

Award / Recognition 3

Title J.P. Morgan Launching Leaders Program

Date August 2018

Basis

Awarded to seniors accepting full time offers, based on academic record, a diverse background and relevant capabilities across analytical, quantitative, and communication skills in finance

Essay 1

Business-Minded: Please reflect on how your choices have influenced your career path and aspirations. (up to 300 words)

Response

My urge to build something meaningful isn't just chosen, it's inherited. In the 1960s, my grandfather opened his print shop in Ilesa, Nigeria. Forty years later, my father immigrated to Fayetteville, NC and opened his medical practice. My siblings and I would climb the willow tree at his clinic after school, unaware of his sacrifices to build a business. While full-time at the local hospital, he also did part-time untaxed work to grow his client base. He had four kids, several employees, and a need to invest in marketing to turn a profit. His journey taught me that understanding capital, how to raise, manage, and effectively deploy it, is the difference between a dream and its manifestation.

While I've always seen art as the purest manifestation of one's dreams, my strengths lie in the numbers. I see capital as an instrument to turn creative vision into commercial reality. In college, I chose to direct a committee and a \$140k+ discretionary fund to support affinity student clubs turning their ideas into action. As director, I also financed and produced music festivals featuring diverse artists to create beneficial engagements for talent and students alike.

Wanting to finance at a larger scale, I went to JP Morgan to raise debt capital for media and entertainment companies. My clients struggled through COVID as live entertainment vanished overnight. I found purpose in my work, appreciating how the capital served as a lifeline. Curious about how companies deploy capital, I went to Sony, where I now buy small, talent-driven production companies. In this role, I review management business plans to determine our bid price, but I want to lead implementation of the plan post-acquisition. Seeking this next step, I recognize my need to continue growing as a manager, leading me to Harvard Business School.

Essay 2

Leadership-Focused: What experiences have shaped how you invest in others and how you lead? (up to 250 words)

Response

My mentors gave me the opportunity to create myself. At boarding school, my RA guided my application to our school's research program, which led to my discovering finance while researching at UNC. As a college freshman, a Black Wharton senior called me to ensure I attended our HEMM Conference career fair. Early exposure to the industry and professionals proved pivotal as I determined where to start my career. Having experienced transformational mentorship, I aspired to create similar pivotal moments for others, beginning with my leadership in Black Wharton. Hosting resume workshops and interview prep, I equipped underclassmen with foundational skills to secure internships. One freshman expressed her interest in real estate. Given my prior internship in real estate PE, I mock interviewed her and connected her with the hiring manager. She interned at Artemis and today works on sustainable housing in Nigeria. Recognizing students have interests beyond finance and consulting, I also expanded the breadth of internship opportunities by establishing new partnerships with firms like PepsiCo and Under Armour.

After graduation, I mentored 15 minority college interns through JP Morgan's Advancing Black Pathways. My mentorship with Jeremy continued after he returned full-time. He confided concerns about foregoing the high salary to pursue his passion in law. I encouraged him to trust in the ability that brought him this far and to live without regret -- he graduates from NYU Law next summer.

My ultimate goal is to be superfluous. I lead by empowering others to the point they no longer need me.

Essay 3

Growth-Oriented: Curiosity can be seen in many ways. Please share an example of how you have demonstrated curiosity and how that has influenced your growth. (up to 250 words)

Response

While in London during college, I ventured to the Tate Modern and discovered my now favorite painting by Barkley L. Hendricks, titled "Icon for My Man Superman (Superman Never Saved Any Black People)." His portfolio inspired me: the scale, the textures, and most importantly, the depictions of self-assured, stylized, African-American life in the 1960s and 70s. Hendricks drew influence from classics like Velazquez and Rembrandt, but subverted expectations by focusing on Black life. He applied "traditional" techniques to a perspective often overlooked. His art challenged my worldview, as I reconciled how seldomly that happens in the content I consume daily.

Now, when I go to a new city, I stop by a gallery or museum to find established and aspiring diverse artists -- I've visited 14 museums across nine cities since graduating. These visits transformed my understanding of representation and narrative and led me to question whose stories I amplify through my work.

I had the perfect opportunity to do so through my two close friends' soccer podcast. I spent months researching successful podcasts at work. My friends were well-researched but struggled to establish their audience. Based on my findings, I advised they set a regular release schedule and invite friends as guests to build their community. I personally invested in better recording equipment to improve production quality and insisted they release episodes through multiple channels. Their listenership doubled in six months. I have learned that innovation does not necessitate reinventing the wheel, but rather asking who gets to use it.

Post-MBA Goals

Industry Media / Entertainment / Travel - Digital Media / Streaming Services

Function Business Development

Briefly tell us more about your career aspirations.

My professional experiences to date prioritize deal or task execution over novel strategic thinking or creating something new. After my MBA, I will learn content strategy at a vertically integrated studio such as Mubi, where I can see the full value chain of an IP. Eventually, I will start and run a studio focused on diverse creators. My studio will show that diverse storytelling isn't a niche market, but a commercially viable business model that tells the stories often forgotten or overlooked.

Additional Employment Questions

Months of Work Experience 84

Please provide an explanation for any gaps in your employment history.

Recommender 1

Name Mrs. Maria Anguelova

FERPA Waived? ☒

Organization Sony Pictures Entertainment

Title Executive Vice President, Global Head of Corporate Development

Relationship Direct Supervisor

Email maria_anguelova@spe.sony.com

Phone +1 310-227-9072

Requested 08/23/2025

Received 08/28/2025

Recommender 2

Name Mrs. Bridget Dalton

FERPA Waived? ☒

Organization J.P. Morgan

Title Executive Director, Investment Banking

Relationship Direct Supervisor

Email bridget.j.dalton@jpmorgan.com

Phone +1 646-331-9240

Requested 08/23/2025

Received 09/02/2025

Joint Degree Programs

Program

Current Harvard Student

Additional Information

Please share additional information here if you need to clarify any information provided in the other sections of your application. This is not meant to be used as an additional essay. Please limit your additional information to the space in this section.

My brother was severely depressed as I entered college. During my sophomore year, he was diagnosed with Bipolar I Disorder. I was his primary caretaker throughout college. I managed countless crisis calls and made frequent trips home as he experienced manic episodes. At the same time, as an RA, I witnessed one of my residents' attempt to commit suicide. This, along with caring for my brother, overwhelmed me and my GPA suffered as a result.

Additional Questions and Information

If admitted, are you willing to have information from your application released to alumni, staff and current students for contact purposes? ✓

Do we have your permission to send you text messages for communication purposes? ✓

Have you ever been the subject of disciplinary action (including, but not limited to, during military service or at place of employment)? Please do not include disciplinary action at academic institutions.

Have you ever been convicted of a felony (a crime with a punishment of more than one year in prison)?

Statement of Application Integrity

I hereby certify that the information presented in my application is accurate, complete, and honestly presented. I understand that it is my obligation to notify Harvard Business School immediately if there are any changes in the information I have provided in this application. I authorize all persons and entities herein named to provide information to Harvard Business School (HBS) or its agent to verify any aspect of my application and/or my credentials for admission. I understand HBS or its agent may take additional steps to fully consider all aspects of my candidacy. I understand and agree that any inaccurate information, misleading information, or omission will be cause for the rescission of any offer of admission, or for discipline, dismissal, or revocation of degree if discovered at a later date.

Offers of Admission: HBS Policy

- We review all submitted applications. It is your responsibility to ensure that we receive all of your application materials, including recommendations.
- You may apply in one round only once per application year.
- Admissions decisions are communicated to candidates online; admitted candidates also receive a PDF copy of the letter with a signature.
- Admissions decisions are communicated only to applicants.
- The MBA Admissions Office reserves the right to rescind offers of admission of any candidate between the time of admission and matriculation if we become aware of any conduct that we reasonably determine to be inconsistent with the HBS Community Values or MBA Program Honor Code.
- The MBA Admissions Board does not provide individualized feedback to candidates who are denied admission.

I have read the above statement of application integrity and HBS policy regarding offers of admission and, in submitting my application, accept these terms.



I ACKNOWLEDGE

Consent regarding Sensitive Personal Data

During the application process, you or others, such as recommenders, may provide Harvard Business School with certain kinds of personal data about you that some laws regard as sensitive and deserving of special protection ("Sensitive Personal Data"). For example, in Europe, Sensitive Personal Data can include personal data revealing racial or ethnic origin, political opinions, religious or philosophical beliefs, or trade union membership; genetic or biometric data; data concerning health; data concerning a natural person's sex life or sexual orientation; and personal data relating to criminal convictions and offences. You can find further information about how Harvard Business School uses personal data of individuals in Europe in the admissions process here.

Harvard is seeking your consent to process Sensitive Personal Data about you in order to evaluate your application for admission and your eligibility for financial aid, if applicable. Sensitive Personal Data about you also may be processed for other purposes permitted by applicable law. We need your consent in order to be able to process your application.

Offers of Admission: HBS Policy



I CONSENT TO THE PROCESSING OF MY SENSITIVE PERSONAL DATA, AS REQUESTED ABOVE.

Statement of Application Authenticity

I hereby certify that the information presented in my application is accurate, complete and honestly represented. In the spirit of the HBS Community Values, I have not claimed the work of others as my own original work.

*I ACKNOWLEDGE*

Artificial Intelligence Usage

Have you utilized AI in completing the application? Note, the use of AI is permitted; however, you should not claim AI output as your own independent work, and you should always verify the quality of concepts and content that you develop through the use of generative AI tools.

CHECK IF YES

In accordance with HBS student policy, you must cite your sources. Please indicate below in what manner you have utilized AI in completing this application, and in which sections.

Reapplicant Information

Reapplicant?	# of apps	Most recent application year	
MBA or 2+2?	Interviewed?	Admitted?	Waitlisted?

Please use this space to share with the Admissions Committee how you have reflected and grown since your previous application and discuss any relevant updates to your candidacy (e.g., changes in your professional life, additional coursework, and extracurricular/volunteer engagements).

Test Scores

GRE

GRE	Self-Reported Score Date: 06/21/2025 Verbal: 164 (93%) Quantitative: 169 (86%) Analytical Writing: 5.0 (93%)
	Self-Reported Score Date: 03/28/2025 Verbal: 164 (93%) Quantitative: 162 (57%) Analytical Writing: 5.0 (93%)

PETER OJO

peter.o.ojo@gmail.com | 910.849.4868 | https://www.linkedin.com/in/peteroojo | Santa Monica, CA

EDUCATION

University of Pennsylvania, The Wharton School Philadelphia, PA
Major: B.Sc., Economics – Concentrations in Finance; Operations, Information & Decisions August 2015 – May 2019
Other Affiliations & Honors: Onyx Senior Honor Society ('19); Wharton Ambassadors ('16-'19); Penn Men's Club Soccer ('16-'19); Penn College Houses and Academic Services, *Resident Advisor* ('17-'18)

PROFESSIONAL EXPERIENCE

Sony Pictures Entertainment Los Angeles, CA
Manager (prev. Sr. Analyst), Corporate Development March 2023 – Present

- Develop financial models to evaluate and execute mergers & acquisitions, joint ventures, and other growth initiatives
- Create and deliver presentations for executive leadership, offering insights on deal rationale, market trends, and strategy

Notable Projects:

- *Creation of Hayate Inc., a Joint Venture between Sony's Crunchyroll and Aniplex Inc. to produce anime (March 2025)*
 - Negotiated legal terms and built a five-year production model with projected financials based on the JV agreement
 - Prepared a deal memo to outline strategic rationale and transaction risks to the Sony Group Leadership Council
- *Strategic Partnership with City Football Group (Manchester City) to develop long-form content (July 2024)*
 - Built a comprehensive business plan based on a multi-year production slate to forecast the partnership's profits and overhead requirements

J.P. Morgan New York, NY
Associate (prev. Analyst), Investment Banking June 2019 – February 2023

- Advised private equity sponsors and tech, media, and telecom corporate clients on the credit and balance sheet impact of debt issuances, refinancings, and leveraged buyouts

Select Transaction Experience:

- *TPG Capital & Patriot Media's \$8.1bn sale of Astound Broadband to Stonepeak (September 2020)*
 - Developed financial analysis to quantify transaction synergies from a first-of-its-kind portable capital structure

LEADERSHIP, SKILLS, & INTERESTS

Management Leadership for Tomorrow, MBAP Accelerated Fellow, Bethesda, MD May 2025 – Present

BE@SPE, Treasurer, Los Angeles, CA August 2023 – Present

- Created and presented annual budget to secure funds for the Black Employee Resource Group; manage a \$50K budget

J.P. Morgan Advancing Black/Hispanic Pathways, Mentor, New York, NY June 2019 – February 2023

- Mentored 15 interns within the Advanced Black/Hispanic Pathways Fellowship through weekly instruction in leveraged finance, business case studies, and workplace expectations

Nigerians at Penn, Co-founder & VP of Finance, Philadelphia, PA August 2017 – May 2019

- Connected ~40 Nigerian graduate and undergraduate students through social events and speaker engagements

Black Wharton Undergraduate Association, VP of External Relations, Philadelphia, PA August 2015 – May 2019

- Co-founded the Black Ivy Business Conference to host 100+ minority Ivy League students with a \$50K sponsorship from Morgan Stanley
- Created the BWUA-AAMBA mentorship program to pair 32 minority undergraduate students with MBA mentors

Social Planning, Events, & Concerts (SPEC-TRUM), Director, Philadelphia, PA August 2015 – May 2019

- Managed a \$140K budget and committee to produce concerts and speaking engagements, hosting notable figures such as Serena Williams and Young Thug; sold out three consecutive shows between 250-500 students each while Director

Qualifications & Skills: FINRA Series 79, Series 63; Microsoft Suite proficiency (Excel, PowerPoint); Tableau

Interests: R&B and Rap music, AMC Stubs, playing soccer, watching Chelsea F.C. (and the Premier League)

Copy

Record of: Peter O Ojo
Penn ID: 16369673
Date of Birth: 13-NOV
Date Issued: 14-APR-2025

Ojo, Peter; DOB: 11/13/1997; ID: 891087254
Page: 1

Level: Undergraduate

Primary Program

Program: Wharton Undergraduate - Bachelor of Science
in Economics

Division : Wharton School Undergraduate

Major : Finance

Operations, Information, & Decisions

Concentration : Decision Processes

SUBJ NO.

COURSE TITLE

CU GRD

R

Institution Information continued:

Degree(s) Awarded Bachelor of Science in Economics 20-MAY-2019

Program : Wharton Undergraduate - Bachelor of Science
in Economics

Division : Wharton School Undergraduate

Major : Finance

Operations, Information, & Decisions

Concentration : Decision Processes

Fall 2016

FNCE 100

Corporate Finance

1.00 B

LGST 210

Corp Resp and Ethics

1.00 A-

MGMT 101

Intro to Management

1.00 B+

NURS 331

Forensic Mental Health

1.00 A-

Ehrs: 4.00 GPA-Hrs: 4.00 QPts: 13.70 GPA: 3.43

Spring 2017

R ACCT 101

Principles of Accounting

1.00 C+

AFRC 218

Diversity & the Law

1.00 A-

FNCE 101

Monetary Econ & Glob Eco

1.00 B

OIDD 101

Introduction to Oid:

1.00 B+

Introduction to Operations
and Information Management

STAT 102

Intro Business Stat

1.00 B

Ehrs: 5.00 GPA-Hrs: 5.00 QPts: 15.30 GPA: 3.06

Fall 2017

BEPP 203

Bus in Global Pol Envir

1.00 B

FNCE 238

Capital Markets

1.00 A-

MKTG 101

Intro to Marketing

1.00 B

OIDD 290

Decision Processes

1.00 B+

SAST 106

Beginning Sitar I

1.00 A

Ehrs: 5.00 GPA-Hrs: 5.00 QPts: 17.00 GPA: 3.40

Spring 2018

***** CONTINUED ON PAGE 2 *****

SUBJ NO. COURSE TITLE

CU GRD

INSTITUTION CREDIT:

Fall 2015

ECON 010

Intro to Econ for Bus

1.00 A-

MATH 104

Calculus I

1.00 B+

MGMT 100

Ldershp & Commun in Grps:

1.00 B+

Lecture

SPAN 140

Intermediate Spanish II

1.00 A-

Ehrs: 4.00 GPA-Hrs: 4.00 QPts: 14.00 GPA: 3.50

Spring 2016

AFST 225

African Lang. & Culture

1.00 A-

BEPP 250

Managerial Economics

1.00 B

NURS 333

Victimology

1.00 A-

STAT 101

Intro Business Stat

1.00 B-

WRIT 089

Writing Seminar in Stsc:

1.00 A

Sexual Selection

Ehrs: 5.00 GPA-Hrs: 5.00 QPts: 17.10 GPA: 3.42

***** CONTINUED ON NEXT COLUMN *****

UNIVERSITY of PENNSYLVANIA

Margaret KIP

MARGARET KIP
UNIVERSITY REGISTRAR

Level: Undergraduate

				***** TRANSCRIPT TOTALS *****				
SUBJ NO.	COURSE TITLE	CU GRD	R	Earned Hrs	GPA Hrs	Points	GPA	
Institution Information continued:				TOTAL INSTITUTION	37.00	34.00	112.40	3.31
FNCE 203	Advanced Corp Finance	1.00 B-		TOTAL TRANSFER	0.00			
MGMT 104	Indus Rel & Hum Res Mgmt	1.00 A						
MKTG 211	Consumer Behavior	1.00 A		OVERALL	37.00	34.00	112.40	3.31
OIDD 291	Negotiations	1.00 A-		*****	END OF TRANSCRIPT	*****	*****	*****
URBS 405	Religion, Social Justice & Urban Development	1.00 B+						
Ehrs: 5.00 GPA-Hrs: 5.00 QPts: 17.70 GPA: 3.54								
Fall 2018								
ACCT 102	Strategic Cost Analysis	1.00 C						
AFRC 420	The Us and Human Rights: Policies and Practices	1.00 P						
FNCE 250	Vent Cap & Fnce Innovat	1.00 B						
HCMG 250	Health Care Reform and the Future of the American Health System	1.00 P						
MGMT 224	Leading Diversity in Org	0.50 A-						
MKTG 266	Mktg for Social Impact	1.00 A-						
Ehrs: 5.50 GPA-Hrs: 3.50 QPts: 10.55 GPA: 3.01								
Spring 2019								
FNCE 208	International Corp Finan	1.00 B						
MGMT 248	How to Be the Boss	0.50 B-						
MUSC 070	Intro Theory&Muscianshp: Making Sense of Music	1.00 P						
OIDD 220	Introduction to Operations Management	1.00 B-						
Ehrs: 3.50 GPA-Hrs: 2.50 QPts: 7.05 GPA: 2.82								
***** CONTINUED ON NEXT COLUMN *****								

UNIVERSITY of PENNSYLVANIA


MARGARET KIP
UNIVERSITY REGISTRAR

TRANSCRIPT KEY

The transcript key provides guidance on how to read the grades, symbols, and course numbers that appear on an official transcript issued by the University of Pennsylvania. The official University transcript may vary based on the system of record at the time a student attended. Please visit <https://sfrs.upenn.edu/student-records/transcript-key> for additional transcript information. Details about academic programs at Penn as well as important policies, resources, and information on courses at all levels of study can be found in the online University Catalog at <https://catalog.upenn.edu/>.

COURSE NUMBERING SYSTEM

	Prior to Summer 2022
001-399	Undergraduate courses
400-499	Mixed courses primarily for undergraduate students
500-599	Mixed courses primarily for graduate students
600-989	Graduate courses
990-999	Graduate individual study (thesis/dissertation) courses

	Effective Summer 2022
0001-3999	Undergraduate courses
4000-4999	Mixed courses primarily for undergraduate students
5000-5999	Mixed courses primarily for graduate students
6000-9899	Graduate courses
9900-9999	Graduate individual study (thesis/dissertation) courses

COURSE UNITS, SEMESTER HOURS, CREDIT HOURS, CONTINUING EDUCATION CREDITS, EQUIVALENT CREDIT

All of Penn's undergraduate programs and many of its graduate and professional programs use Course Units (CU) as a general measurement of academic work and progress towards a degree. A Course Unit generally represents one course that meets for three hours per week of class time, four hours of laboratory, or five hours of class time in beginning language courses, in a course that lasts for one term (semester).

Effective Spring 2014, one Course Unit should be converted to semester hours at a ratio of 1:4. Prior to Spring 2014, one Course Unit should be converted to

semester hours at a ratio of 1:3. A semester hour is defined as one hour per week of class time per term, or equivalent in other course related activities.

The Semester Hour (SH) is a unit of measurement used by the Law School. Semester Hours are converted to Course Units at a 3:1 ratio.

The Credit Hour (CR) is a unit of measurement used by the Schools of Dental Medicine and Veterinary Medicine. Credit Hours are converted to Course Units at a 6:1 ratio.

A Continuing Education Credit (CE) is a measure used in non-traditional continuing education programs. A Continuing Education Credit recognizes professional credits earned based on continuing education courses. CE credits are independent from degree granting programs. The Penn Literacy Network's professional development programs uses Continuing Education Credits.

Penn Equivalent Credit includes internal and external transfer credit, advanced placement credit, and credit by examination.

TRANSCRIPT SYMBOLS AND NOTATIONS

CU	Course Units
GRD	Grade
Ehrs	Earned Hours
Chrs	Earned Hours (Continuing Ed Only)
GPA-Hrs	Grade Point Average Hours
QPts	Quality Points
GPA	Grade Point Average

In the column labeled 'R' prior to Summer of 2022, an 'E' indicates the course was excluded from credit. Effective Summer 2022, an 'E' indicates the course was repeated and excluded from credit and an 'I' indicates it was a repeated course that was included for credit.

Courses for which no credit is awarded appear with parentheses around their credit value, for example (1.00).

An (H) at the end of a course title indicates an honors course. An H or GH preceding the course number also indicates an honors course. A (BFS) at the end of a course title indicates a Benjamin Franklin Seminar course.

Effective Fall 2023, the University of Pennsylvania ceased awarding Dean's List.

TERM AND CUMULATIVE GRADE POINT AVERAGES

Not all schools use grade-point averages (GPA) on the transcript. When a GPA is calculated, it is computed by dividing the number of quality points by the number of GPA hours (GPA = Qpts/GPA-Hrs). Quality points are determined by multiplying the GPA hours associated with a course by the grade points. When grade point averages appear, they are calculated according to one of the following scales (except Law)

KEY TO GRADES

A* 5.0	B+ 3.3	C 2.0	D- 0.7
A+ 4.0	B 3.0	C- 1.7	F 0.0
A 4.0	B- 2.7	D+ 1.3	P
A- 3.7	C+ 2.3	D 1.0	

KEY TO WHARTON GRADUATE GRADES

A+ 4.00	B 3.00	C- 1.67	F 0.00
A 4.00	B- 2.67	D+ 1.33	P
A- 3.67	C+ 2.33	D 1.00	
B+ 3.33	C 2.00	D- 0.67	

KEY TO DENTAL MEDICINE GRADES

H 4.0	B 3.0	F/C 1.0	E
A 4.0	C+ 2.5	F/P 1.0	HP
B+ 3.5	C 2.0	F 0.0	P

INTERPRETING GRADES

The various schools and divisions of the University use different grading systems on the transcript. To find the specific grade systems and exceptions that apply for each school, visit <https://sfrs.upenn.edu/student-records/transcript-key>

ALTERNATIVE GRADING

NR	No grades reported for course	II	Extended Incomplete	NC	No Credit
GR	No grade reported for student	I*	Permanent Incomplete	S	Satisfactory
PR	In Progress (thesis/dissertation ¹)	X	Academic Violation	U	Unsatisfactory
IP	In Progress	AUD	Audit	W	Withdrawn
I	Incomplete	CR	Credit	TR	Transfer Credit

¹Prior to Summer 2022, master's thesis and dissertation enrollments were not graded.

TO TEST FOR AUTHENTICITY

The signature of the University Registrar appears on all official transcripts. Document should be rejected if the signature is missing or distorted. The word COPY will appear if an electronic transcript is forwarded, and VOIDSECURE will appear if a paper transcript is copied or scanned. In accordance with the Family Educational Rights and Privacy Act of 1974, official transcripts cannot be released to a third-party without the prior written consent of the student.

Alteration of an official document may be a criminal offense. If you have questions about a transcript you receive, please contact the University Registrar at transcripts@upenn.edu.