

At Wharton, we view Social impact as a spectrum that encompasses many types of organizations and companies that are mission-driven and looking to serve a greater social good. This spectrum ranges from public/social services organizations to private sector enterprises that are innovating business models to solve social issues. For the purposes of organizing a job search in this industry, MBA Career Management divides Social Impact into 4 sub-sectors:

- **Development Finance/Impact Investing**

Development Finance refers to a range of alternative financial institutions (including microfinance institutions, community development financial institutions, and multilateral development banks) that provide financing and advising for the purpose of economic development. Impact Investing is an emerging sector that serves to structure investments into companies, organizations and funds with the intention to generate measurable social and environmental impact alongside a financial return. Impact investments can be made in both emerging and developed markets, and target a range of returns.

- **Education**

This sector includes all academic institutions; elementary, secondary, university and vocational schools in addition to companies that provide educational and training services. This can include institutions and organizations both nonprofit and for-profit dedicated to solving learning gap challenges and improving the quality of primary, secondary and higher education across the globe. Latest trends include a lot of activity in the EdTech or Education Technology arena as leaders look for innovated delivery and success models.

- **Government/Public Sector**

The Government / Public Sector Industry includes federal, state or local entities which are designed as agencies and/or departments to handle a number of issues, ranging from infrastructure development, the protection of wilderness areas, public health programs and trade issues, etc. Government positions can be also politically related, in which case priorities often change after elections. Government here also refers to any government-based military divisions and positions.

- **Nonprofits + Social Enterprises**

Nonprofit organizations use their surplus revenues to achieve their goals rather than to distribute them as profit or dividends. The missions of nonprofits are often beneficial to society or in service to under-served groups and individuals. Nonprofits focus on areas such as – but not limited to: Community Development, Child Development, Education, Environment, Health Care, Hunger Alleviation, International Aid or Development, Philanthropy, and Poverty Reduction.

Social Enterprises are ventures that advance their social missions often through entrepreneurial, earned income strategies. These are businesses and organizations that are formed to address a social need or improve human or environmental conditions and their business growth plans are focused on their capacity to realize their social and environmental goals.

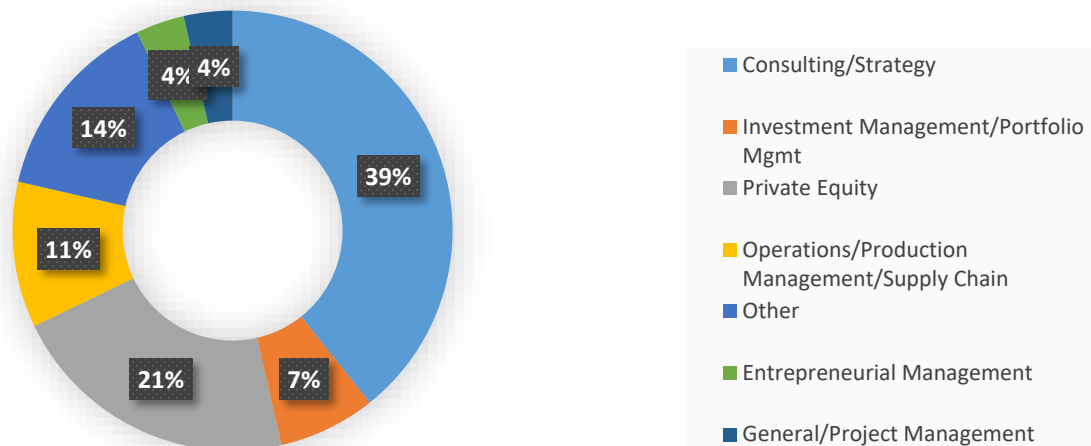
## RESOURCES

- Development Finance/Impact Investing
  - [Global Impact Investing Network \(GIIN\)](#)
- Education
  - [EdSurge : The Best in Education Technology](#)
  - [The Chronicle of Higher Education](#)
- Government/Public Sector
  - [The Partnership for Public Service](#)
- Nonprofits + Social Enterprises
  - [BSR \(Business for Social Responsibility\)](#)
  - [Devex \(International Development\)](#)
  - [Foundation Center](#)
  - [Justmeans.com](#) (CSR + Sustainability)
  - [Net Impact](#)
  - [Social Enterprise Alliance](#)

## COMMON INTERN AND POST-MBA FUNCTIONS

- Analytics/Data Science
- Business Development
- Consulting/Strategy
- General Management/Program Management
- Investment/Portfolio Management
- Operations
- Product Development/Structuring
- Research

### Social Impact Full-Time Offers by Function, WG17-WG19



## FAQs

### Is the social impact industry open to career switchers?

In general, the social impact sector is open to career switchers. A student can improve their candidacy by highlighting relevant previous experiences (including volunteering), expressing genuine understanding of employer's mission, and pursuing opportunities at Wharton to gain specific skills required for some roles. (For example, some impact investing roles will indicate a preference for prior investing and deal exposure.)

### Do summer internships in social impact convert to fulltime?

It's rare for a social impact internship to convert into fulltime offers. Social Impact organizations are unable to forecast permanent hiring needs with enough lead-time to allow them to make such offers at the end of the summer internship.

### Do companies typically sponsor work visas?

- First year students may register for Curricular Practical Training (CPT), which allows them to work in the US during their MBA Summer on their F1 student visa.
- For fulltime, some large multilateral organizations based in the US are able to hire non-US citizens for employment. US-based nonprofits, by contrast, are often unfamiliar with the visa process and may shy away from sponsorship; however, a well-informed candidate may benefit from educating a target employer on the process.

### What resources at Wharton/Penn are there for me for the social impact industry?

- Wharton Resources:
  - [Wharton Social Impact Initiative](#)
  - [Penn Wharton Public Policy Initiative](#)
  - [Initiative for Global Environmental Leadership \(IGEL\)](#)
  - [The Barry & Marie Lipman Family Prize](#) (Fellows)
  - [The Nonprofit Board Fellows](#), of the McNulty Leadership Program
- Wharton/Penn Student clubs and associations:
  - [Wharton Social Impact Club](#)
  - [Wharton Sustainable Business Coalition](#)
  - [MBA Impact Investing Network & Training](#) (MIINT)
  - [Wharton Impact Investing Partners](#)
  - [Wharton Africa Growth Partners](#)
  - [Wharton Global Impact Consultants](#)
  - [Wharton Global Health Volunteers](#)
  - [Rebuilding Together](#)
  - [Say Yes to Education](#)

### Are there classes at Wharton/Penn that are recommended for social impact students?

- The Wharton Social Impact Initiative publishes a running list of more than 30 [social impact courses](#) available, and Wharton students can take courses at any of the other 11 graduate schools at Penn.