

THE WHARTON SCHOOL
UNIVERSITY OF PENNSYLVANIA

LGST 220: INTERNATIONAL BUSINESS ETHICS

FALL 2007*

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Office Hours: Tues. 12:00 p.m. – 1:00 p.m.
Thurs. 12:00 p.m. – 1:00 p.m.

And by appointment

COURSE DESCRIPTION

LGST 220 is a multi-disciplinary, interactive study of business ethics within the global economy. Alternative theories about how to act responsibly in global environments are presented. The process of managing global business ethics is emphasized. Critical current issues are introduced and analyzed. Perspectives include professional and applied ethics, law, public policy, organizational design, strategy, and organizational behavior.

COURSE OBJECTIVE

The central aim of the course is to enable you to develop a framework to address ethical challenges as they arise within and across cultures and countries. Toward this end, the course encourages critical analysis of arguments concerning appropriate courses of action for individuals and economic enterprises in a wide variety of situations. The course explores Western and non-Western traditions and practices as they relate to business.

COURSE DESIGN

This course endeavors, through case conversations, to prepare you for real-life managerial challenges through development of the problem-solving, decision-making, and critical-thinking skills that will propel you into and through a successful career in business.

My assumption is that, all things being equal, you would prefer to make responsible decisions. My goal is to show you why and how you can do so, often without sacrificing performance or profits. In those situations where there is no clear “win-win” solution, we will explore the value and importance of exercising moral courage.

This course will offer you an array of opportunities:

- ✓ To improve individual and group skills in handling business issues;
- ✓ To recognize common patterns of success and failure in business;
- ✓ To determine where you stand personally with regard to managerial ethical issues;
- ✓ To exercise moral imagination in exploring creative alternatives to common problems;
- ✓ To figure out how to profit from responsible decision-making;
- ✓ To learn the value and importance of exercising moral courage; and
- ✓ To listen to your peers and learn from them.

**This version of syllabus is current as of 9/3/07.*

OFFICE HOURS

The designated “office hours” are the hours each week I will regularly be in my office and available for assistance. I am also available at other times by appointment. Please contact me via e-mail or telephone if you would like to set up an appointment. I am most easily reached via e-mail.

CLASS FORMAT

This course meets twice a week. It will be conducted primarily according to the “case method.” This means that you will do most of the talking. My primary role is to moderate, not to lecture. We, as a class, will discuss business situations (cases). Students are expected to have read the assigned materials prior to class and to be able to incorporate learnings from the readings in class discussions. Students should come to class prepared to discuss the cases and share both their analysis and recommendations. During classtime we will focus on applying information covered in the readings to real-world situations through our discussions of cases.

The purpose of classtime is to provide you with the opportunity to learn about business beyond what is available in the readings. This means that much of the material covered in class is not available in the readings. Your most important learning will come from what you hear from your peers during class discussions.

CLASS PARTICIPATION

Participation is expected and required in this class—it constitutes 40% of your grade. Although good participation involves good listening, listening alone does not constitute satisfactory participation. Participation involves making valuable contributions to class discussions through thoughtful comments or questions. Although voluntary class participation is expected, I will “cold call” individuals when necessary to engage the class. Absences will detract from your grade.

ATTENDANCE POLICY

Attendance will be taken on a regular basis. Class participation contributes to your grade, and you cannot participate if you are not present. A seating chart will be created in class on the first day and students will be expected to sit in the same seats for the rest of the term. In addition, please write your first name on a name card (placard) and place it in front of you so that we as a class can refer to each other by name. Please notify me in advance via e-mail when you are going to be absent. If you miss class, it is your responsibility to contact a classmate to find out what you have missed. After you have checked with your classmates, feel free to contact me with any additional questions.

CLASS ETIQUETTE

Students are expected to arrive for class on time. Cell phones and computers should be turned off.

ACADEMIC HONESTY

Academic honesty is expected with regard to individual and group work. Incidents of academic dishonesty will not be tolerated. Such incidents will be handled in accordance with Wharton policies.

COURSE MATERIALS

- ✓ Course Pack to be purchased from www.Study.net. You will need to create a username and password the first time you visit the site. Directions will be provided in the first class.
- ✓ Many articles and cases are available via UPenn library resources such as SSRN and EBSCO.
- ✓ Other materials will be available on **webCafé** or handed out in class.

Additional readings might be added during the semester and assignments might be altered to accommodate unanticipated current events and/or extended discussions of specific topics.

GRADING POLICY

Grading will be at my discretion and in accordance with Wharton policies. With the exception of clerical/coding errors, no change of grades will be issued after final grade sheets are delivered to the University Registrar.

The following percentage breakdown is a basic guideline:

Paper 1	20%
Paper 2	35%
Debate	5%
Class Participation	40%

PAPERS

Specific instructions for assignments will be passed out in class during the first few weeks of the semester. Paper 1 will be due on October 16, 2007, in webCafé by 11:00 p.m. Paper 2 will be due on December 7, 2007, in webCafé by 11:00 p.m.

Assignments submitted after the deadline are penalized 10 points for every 24 hours of lateness.

DEBATES

Early in the semester, the class will be divided into teams consisting of 3-5 students. Each debate will focus on a particular perspective of an assigned topic. Additional instructions will be distributed in class.

COMMUNICATION COACH

A Communication Coach will be assigned for the course. You will work with him or her on written and oral assignments. Assistance on written assignments will be optional; assistance on the debates will be mandatory.

COURSE TOPICS

SESSION	DATE	SECTION
Session 1	9/6	Fundamentals of International Business Ethics
Session 2	9/11	
No Class	9/13	No Class
Session 3	9/18	Impact of Globalization
Session 4	9/20	
Session 5	9/25	
Session 6	9/27	Marketing and Operations
Session 7	10/2	
Session 8	10/4	
Session 9	10/9	Labor Practices and Human Rights
Session 10	10/11	
Session 11	10/16	Doing Business in Transition Economies
Session 12	10/18	
Session 13	10/25	Protection of Intellectual Property, Speech, and Other Rights
Session 14	10/30	
Session 15	11/1	Corruption and other Key Challenges
Session 16	11/6	
	11/7	GUEST SPEAKER
Session 17	11/8	Global Citizenship
Session 18	11/13	
Session 19	11/15	Global Business and Peace
Session 20	11/20	
Session 21	11/27	DEBATES
Session 22	11/29	DEBATES
Session 23	12/4	DEBATES
Session 24	12/6	DEBATES