This course introduces students to important legal and ethical challenges they may face in global business. It is designed to raise difficult ethical and legal conflicts and dilemmas, and to provide plausible frameworks for dealing with those conflicts. It is also designed to reveal common patterns of success and failure. It is not intended to convert sinners into saints, preach absolute truths, convey the wisdom of moral philosophers, or deter the morally vulnerable. Class sessions will consist of collaborative case discussions, exercises, and discussions of theoretical frameworks for interpreting ethics and law.

**Readings:**

All reading materials will be found either on **Study.net** https://www.study.net/ or on **CANVAS.** On **CANVAS** please find all materials, including the syllabus, in the “Files” folder.

(Items are marked by location in the list below.)

**GRADING:**

1. **First exam** (25%). A closed-book first exam will be given on materials discussed and assigned during the first half of the course. Approximately one fourth of the exam will consist of so-called objective questions, i.e., short answer, multiple choice, or true/false. The other three fourths will be essay questions. All questions will deal with issues and case studies from the class.

2. **Class participation:** (40%) Forty percent of the grade will be awarded based on the basis of class participation.

3. **Second exam** (35%). A closed book exam, with an emphasis on material covered since the first exam. Most of the weight of the second exam will involve the student’s analysis of a case-study. A very small portion of the weight of the exam will consist in answering “objective” questions.
CLASS TOPICS AND ASSIGNMENTS

Class 1:  
*How to think about ethics: Some simple ways*

March 12

Do we need different methods to study ethical issues from those we need to study empirical ones? Is one ethical view any better than another?

Assignments:

- Case Study: “When is a Tip?” CANVAS

Class 2:  
*How to calculate ethical cost*

March 14

How do we integrate the assessment of financial risk alongside ethical challenges?

Assignments:


Class 3:  
*Law and ethics*

March 19

How do we manage legal obligations alongside those of ethics?

Assignments:

- Case Study: “Chiquita and the U.S. Department Of Justice” UVA-BRI-1006. CANVAS

Class 4  The Purpose of the Corporation
March 21

What is the best way to understand the purpose of the modern, for-profit corporation?

Assignments:

- Case Study: “Barrick’s Tanzanian Project Tests Ethical Mining Policies” CANVAS

Class 5  The Global Context: Cultural perceptions
March 26

What remains the same, and what is different, when managing ethics away from home?

Assignments:

- Case Study: “The Oil Rig” CANVAS
- Case Study: “Foreign Assignment” CANVAS

Class 6  Can corporations be angels?
March 28

Does a corporation’s ethical obligation ever extend to rescuing strangers? Should corporations ever be altruistic?

Assignments:

- Case study: Merck & Co. Inc. – CANVAS
**Class 7**  (FIRST EXAM)
April 2

**Class 8**  *When home and host country norms conflict.*
April 4

How does a manager arbitrate between home and host country norms?

Assignments:

- Case Study: "What Price, Safety?" CANVAS
- “UN Ruggie-protect-respect-remedy-framework” (From the 2010 Report of the Special Representative of the Secretary-General on the Issue of Human Rights and Transnational Corporations and Other Business Enterprises) CANVAS

**Class 9**  *Corruption*
April 9

If bribes are bad, how should a manager navigate contexts where bribery happens?

Assignments:

- Case Study: Kitchen Best: Ethics When Doing Cross-Boundary Business in Southern China HKU948-PDF-ENG Study.net
- “A Business Case for Complying with Bribery Laws” CANVAS

**Class 10**  *Fiduciary Obligations to Investors:*
April 11

Stockholders count; but in a world of sovereign wealth funds and pension funds, do some stockholders count more than others?

Assignments:

- Case study: Norway Sells Wal-Mart 9-308-019 Study.net

In-class Exercise: “Used Car Dilemma” (no pre-reading necessary)
Class 11  
Policy Domains: Ethics, Law and the Financial Crisis
April 16

What are the ethical implications of the Financial Crisis?

Assignments (See folder in CANVAS readings marked “Financial Crisis Readings”):

- Stiglitz, “Needed: A New Economic Paradigm” CANVAS
- O’Driscoll, “An Economy of Liars” CANVAS
- Donaldson, “Three Ethical Roots of the Financial Crisis” CANVAS
- Thaler, “Recipes for Ruin, in the Gulf or on Wall Street” CANVAS
- Bel Bruno, “Goldman’s Tourre Denies SEC’s Allegations” CANVAS

Class 12  
Social Impact Business Models and BoP (Base of Pyramid)
April 18

How should we evaluate business models that combine profit with social purpose?

Assignments:

- SKS and the AP Microfinance Crisis (HBS Case: 9-212-018) Study.net

Class 13  
Second exam (Held in the regular classroom at the regular class time.)
April 23

- The exam will involve
  - The analysis of a case-study (80% weight). The case will be handed out in class.
  - Short answer questions. (20% weight).
What’s allowed, and not, in this class:

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<th>Responsibility in Global Management</th>
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<th>Summary sheet</th>
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<th>Internet content / other outside materials</th>
<th>Learning team / approved work team</th>
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