



## Responsibility in Professional Services LGST 612

**Professor Alan Strudler**  
663 JMHH  
[strudler@wharton.upenn.edu](mailto:strudler@wharton.upenn.edu)  
**Office Hours: TBA**

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**898-1221**

LGST 612: This course aims to develop approaches to moral and legal reasoning that can assist managers as they make individual-level and firm-level decisions about the proper course of action when duties, loyalties, rules, norms, and interests conflict.

**CLASS PARTICIPATION:** Students should complete the reading before class and participate in classroom discussion. Much of the most important learning will come not directly from lectures or readings, but through reflection on your behavior and that of your classmates as you participate in simulations and discuss cases. So your participation matters for everyone. An attendance sheet will be circulated. (If limited access to Sandel's book prevents you from reading it the first week, that is okay. Please catch up later.) Readings are available on study.net, except Sandel, which should be available in the Penn bookstore on Jan. 8; it can also be purchased on Kindle.

**INSTRUCTOR:** Alan Strudler is a professor in the Legal Studies and Business Ethics Department at Wharton. His research concerns moral decision-making; moral and legal issues in finance; morality across cultures; and normative moral theory. His writing appears in business ethics journals, law reviews, and philosophy journals. He is an editor of *Business Ethics Quarterly*. Before coming to Wharton, he taught at Caltech, Stanford, Maryland, and Columbia.

### CONCERT RULES:

1. Class starts and ends on time. Students and faculty are timely.
2. Students sit according to a seating chart.
3. Students remain in attendance for the duration of class, except in an emergency.
4. Students display name tents.
5. Phones and electronic devices are turned off.

**GRADES:** They will be determined by a final exam (75%) and class participation (25%).

## Schedule (may change):

### **Class 1: Introduction.**

In class exercise

Debrief

Sandel, *Justice*, Chapter 1.

### **Class 2: Normative moral theories**

Sandbu, Dicing with death

Sandel, *Justice*, Chapter 2.

### **Class 3: Professional Dilemmas**

Case: The analyst's dilemma

Sandel, *Justice*, Chapter 5.

### **Class 4: Transactions**

In class exercise

Debrief

### **Class 5: Transparency**

Shell, When is it legal to lie in negotiation?

### **Class 6: Getting ahead**

In class exercise

Debrief

Sandel, *Justice*, Chapter 3.

### **Class 7: The law and ethics of insider trading**

NPR, Hedge fund boss found guilty of insider trading

Bodreaux, Learning to love insider trading

Lowenstein, The war on insider trading: market-beaters

Macey, Deconstructing the Galleon insider trading case

Strudler, Insider trading: a moral problem

### **Class 8: Professional and corporate purpose**

Case: Merck

Duhigg and Barboza, In China human costs are built into an iPad

Friedman, The social responsibility of business is to increase its profits

Freeman, Managing for stakeholders

Stout, The problem of corporate purpose

American Law Institute, Principles of corporate governance

**Class 9: Conflicts of interest**

In class exercise

Debrief

**Class 10: Compensation**

Sandel, Justice, Chapter 6.

**Class 11: Professional responsibility across borders**

Case: Thomson, Google's China problem

Donaldson, Values in tension

Singer, Famine, affluence, and morality

**Class 12: Wrap-up**