Responsibility in Professional Services
LGST 612

Professor Alan Strudler
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Office Hours: Wed 3 & by appt.

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

**Class 2: Normative moral theories**
Sandbu, Dicing with death

**Class 3: Professional Dilemmas**
Case: The analyst’s dilemma

**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
Werbach, Basic Concepts in Contract Law

**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