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 17
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 19
How do we integrate the assessment of financial risk alongside ethical challenges?

Assignments:


Class 3:  Law and ethics
March 24
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 26
What is the best way to understand the purpose of the modern, for-profit corporation?
Assignments:

- Case study: Case Study: “Barclays and the LIBOR Scandal” HBS 9-313-075 Study.net

Class 5  The Global Context: Cultural perceptions
March 31
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?
April 2
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 7

Class 8  When home and host country norms conflict.
April 9
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 14  
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  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 11  Social Impact Business Models and BoP (Base of Pyramid)**  
April 121  
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
• [Optional reading]: “Can firms aim to do good if it hurts profits?” Angus Loten, WSJ, April 10, 2013.

Class 12
April 23

• In-class Exercise: “Used Car Dilemma” (no pre-reading necessary)

• Second exam (Held in the regular classroom at the regular class time.)

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

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<thead>
<tr>
<th>LGST 611</th>
<th>Materials</th>
<th>People</th>
</tr>
</thead>
<tbody>
<tr>
<td>Responsibility in Global Management</td>
<td>Approved calculator</td>
<td>Learning team / approved work team</td>
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<tr>
<td>Instructor: Donaldson</td>
<td>Laptop / other electronics</td>
<td>Other student(s) in same section</td>
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<td>Summary sheet</td>
<td>Student(s) in other sections (same term)</td>
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<td>Current book / class notes</td>
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| Readings & Cases | A | A | A | D | D | D |
| Exam Prep | A | A | A | D | D | D |
| Midterm Exam | A | | | | | |
| Second exam | A | | | | | |

A = Allowed material
Blank Cell = Not allowed

W = Allowed to work together
D = Discussion of general concepts and procedures is allowed but no sharing of specific answers.
Blank Cell = Not allowed