Responsibility in Professional Services  
LGST 612

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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 each person’s participation matters for everyone. Attendance will be recorded. Readings are available on study.net, except Sandel, which should be available at the Penn bookstore and on reserve at Lippincott Library, and those marked “(C)” below, which are available on the course’s Canvas site. You should regularly check the Canvas site for course notices.

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 plaques.
5. Electronic devices are turned off.
GRADES: They will be determined by a midterm (25%) final paper (50%) and class participation (25%).

Schedule (may change):

**Class 1: Introduction.**
March 17
In class exercise
Debrief
Sandel, *Justice*, Chapter 1

**Class 2: Normative moral theories**
March 19
Case: The analyst’s dilemma
Sandel, *Justice*, Chapter 2
NY Times, Edward Snowden, Whistle blower (C)

**Class 3: Transactions**
March 24
In class exercise
Debrief

**Class 4: Transparency**
March 26
Shell, When is it legal to lie in negotiation?
Werbach, Basic concepts in contract law

**Class 5: In-class Exam**
March 31

**Class 6 Professional Dilemmas**
April 2
Sandbu, Dicing with death
Velleman, A brief introduction to Kantian ethics
Sandel, Chapter 5
Revised April 10, 2014

Class 7: Professional and corporate purpose
April 7
Case: Merck
Friedman, The social responsibility of business is to increase its profits
Porter & Kramer, Creating shared value
Stout, The problem of corporate purpose
American Law Institute, Principles of corporate governance

Class 8: Professional and corporate purpose, continued
April 9
In-class exercise

Class 9: The law and ethics of insider trading
April 14
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
*United States v. O’Hagan* (C)

Class 10: Compensation
April 16
Martin and Scotto, Bailouts and bonuses on Wall Street
Sandel, Justice, Chapters 3 and 6.

Class 11: Professional responsibility across borders
April 21
Case: Thomson, Google’s China problem
Donaldson, Values in tension
Singer, Famine, affluence, and morality
Duhigg and Barboza, In China human costs are built into an iPad

Class 12: Wrap-up
April 23