

Revised April 10, 2014



**Responsibility in Professional Services
LGST 612**

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Spring 2014

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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.

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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

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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

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