

**UNIVERSITY OF PENNSYLVANIA
THE WHARTON SCHOOL
DEPARTMENT OF LEGAL STUDIES & BUSINESS ETHICS**

**LEGAL STUDIES 612-001
Fall 2014
RESPONSIBILITY IN PROFESSIONAL SERVICES**

Classroom: F50 Huntsman Hall
Office: 643 Huntsman Hall
Class times: 3 to 6 pm, Tuesdays
Office Hours: 1:30 to 3 pm, Thursdays – or by appointment.
Office Phone: 215-898-9525
Email: Shellric@wharton.upenn.edu

Instructor: Professor G. Richard Shell, Chair, Legal Studies and Business Ethics Department. For more information, see www.grichardshell.com.

Course overview: This section of Legal Studies 612 will leverage my relative expertise in negotiation, persuasion, leadership, and law to help you investigate your concepts of “responsible” leadership. Negotiation simulations, group work on problems, and class discussions will help you reflect on your own behavior as well as your ethical/legal/moral standards and career aspirations. Your final paper will require you to define what you mean by the word “responsibility” within the context of your personal and professional goals.

Mandatory Class Attendance and Grading: We will meet only six times. I have designed a set of interactive experiences that use our 3-hour time block and that former students report are excellent sources of personal insights about responsibility and professionalism in business – but only if everyone takes the class attendance seriously. People who skip class, arrive late, or leave early to attend to other priorities thus disrupt the experience for all. If you cannot commit to attending the full 3 hours of class every week for the six weeks we will work together, please consider enrolling in another section either this Quarter or later during your MBA career. Grading on this aspect of the class is designed to create incentives that will help us all.

BONUS: Students who attend all six classes in full will receive a 5-point bonus on their final grade.

MISS ALL OF PART OF ONE CLASS: You may have one unexcused absence for all or part of any one class EXCEPT CLASS 6. As a courtesy to me and your fellow students, let me know about any class you need to skip so I can work around your absence. You will lose the attendance extra credit, but no other penalty will be assessed. However, Class 6 is mandatory for all because the Readings Quiz will be administered at the beginning of that class.

MISS ALL OR PART OF TWO CLASSES. Missing all or part of two classes (which amounts to missing one-third of the course) will lead to the automatic loss of one grade level on the final grade (i.e. from B+ to C+). In addition, your class contribution and peer evaluation grades are bound to suffer if you are present and participating in only 4 of 6 class. Missing all or part of more than two classes will result in failure for the course.

Readings: There is no text book for this course. Readings and cases will be made available on Canvas as the course progresses from a variety of sources. Course slides will also be posted on Canvas before each class.

GRADING:

1. Overall Contribution to Class/Peer Ratings: (30%) Attendance, as noted above, is crucial. Assuming attendance, your commitment to exercises, preparation, class engagement and participation as reflected in instructor evaluation and peer ratings will comprise 30% of the grade. The Peer Rating component will work as follows. Each student will rate (on a secure website with confidentiality assured) each other student on a 1(bottom) -- 10 (top) scale based on that peer's overall, demonstrated contribution to that student's learning and development. Comments on each student's specific contributions will be solicited and weighed in the "Contribution to Class" grade awarded by the instructor. The top 1/3 of the class on this component will receive all 30 points. The middle 1/3 will receive between 15 and 25 points. The bottom 1/3 will receive between 0 and 10 points. The deadline for your participation in this aspect of the grade will be announced in the final class.

2. Short-answer Test (20%). A 30-minute, closed-book, in-class, short-answer test will be given in Class 6 on all the readings and lecture notes assigned and posted on Canvas for Classes 1 through 6. This test will include non-essay format short answer questions (i.e. a sentence or two), true/false, fill in the blanks, etc.

3. Final Paper. (50%) Due on Tuesday October 14, 2014 by 3:00 pm. The largest single component of the grade will be based on a final paper 7-10 pages in length (12-point type, doubled spaced – notes and illustrations are not counted toward the page limit). The paper will ask you reflect on the course readings and discussions plus your own original research to offer your own definition of "responsibility" within a professional setting you hope (sooner or later) to enter. You must discuss your concept of responsibility by illustrating it using the life of a role model you select – living or dead -- from the industry you aspire to enter after graduation. Papers will be graded based on quality of original research, integration of course concepts, excellence in writing and organization, thoughtfulness in the selection of role model, and linkages to your unique life experiences so far based on genuine reflection.

CLASS TOPICS AND ASSIGNMENTS

Class 1 9/2/14 Three Levels of Responsibility

Topics: Overview of course themes and requirements
Cases: Pacer
Fee Dispute
Homework: Self Control Practice

Class 2 9/9/14 Responsibility and Self-Discipline: Leading By Example

Topics: Impulses and Self Control: "How could I have done that?"
The respective roles of reason and emotions
Personality as an aspect of ethical judgments

Case: The Rare Book
Homework: Hand out House Sale Case and assign groups

Class 3 9/16/14 Ethical vs. Legal Standards of Responsibility

(Class to start at 4 pm to allow completion of House Sale negotiation)

Topics: The Law and Ethics of Fraud
Cases: Complete House Agent Exercise
Group discussion of ethical vs. legal norms in business
Homework: Come to the next class with a “hard case” involving moral choices

Class 4 9/23/14 Responsible Moral Decisions in Hard Cases

Topics: Ethical and Moral Conflict
Moral Reasoning in Hard Cases
Responsibility vs. Self Interest
Cases: The Lone Survivor
The Ones Who Walk Away From Omelas

Class 5 9/30/14 Responsibility and Law

Topics: Introduction to Law and Legal Systems
Three Types of Law in Business
Competitive Legal Strategy
Cases: MBA Student Gets a Surprise
Insider Trading Prosecutions

Class 6 10/7/14 Speaking Up: Responsibility in Organizations

(In-class test on readings)
Topics: Strategic Persuasion
Conflicts when ethical, strategic, and legal frames collide
Framing arguments effectively
Course Wrap Up
Cases: “Why I Left Goldman Sachs”
“Walking the Customer at Staples”

FINAL PAPER: Submit E-Copy on Canvas *and* Paper Copy to Room 643, JMHH
DUE: No later than Tuesday October 14 at 3 pm (i.e. one week after our last class).