

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

**LEGAL STUDIES 612-001
Fall 2015
RESPONSIBILITY IN BUSINESS**

Classroom: F60 -- Huntsman Hall
Office: 643 Huntsman Hall
Class times: 3 to 6 pm, Tuesdays
Office Hours: 1:30 to 3 pm, Tuesdays – 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 personal conception of what it means to be a “responsible” leader. 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” as applied to your personal and professional goals.

Mandatory Class Attendance and Grading: We will meet only six times and I strive to start class promptly and end on time (usually a few minutes before 6 pm). 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.

BONUS: Students who attend all six classes in full (or all five if they register after Class 1 is over) 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. Missing as much as 15 minutes at the beginning, end, or during a class counts as "part of a class." And this includes missing all or part of Class 1 if you are registered for the course. As a courtesy to me and your fellow students, let me know in advance about any class or part of a class you need to skip so I can work around your absence. You will lose the full attendance bonus, but no other penalty applies.

MISS ALL OR PART OF TWO CLASSES. Unexcused absences for all or part of two classes (which amounts to missing as much as 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 fully participating in only 4 of 6 classes. Unexcused absences for all or part of more than two classes will result in failing the course.

Readings: 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, which is advisory to the instructor, 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. If a Peer did not affect your learning one way or the other, you will give that student a "3" Rating. Positive scores above 3 indicate value added. Scores below 3 suggest disregard for class learning and/or failure to prepare a negotiation case, problem, or reading in a way that detracted from your getting the most out of the course. Comments on each student's specific contributions will be solicited and weighed along with Ratings averages 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. Failure to complete the Peer Ratings assignment will result in a loss of all 30 points for this aspect of the class.

2. Short-Answer Readings Test (20%). A 30-40 minute "Readings Quiz" will be given in the final class. This Quiz will feature short-answer questions (i.e. a sentence or two), true/false, fill in the blanks, etc. The purpose of this Quiz is to reward students who prepare and master the assigned readings.

3. Final Paper. (50%) A Final Paper is due on Tuesday October 13, 2015 by 3:00 pm. This is the largest single component of the grade and consists of an 7-page paper (12-point type, doubled spaced, standard margins –end notes and illustrations are not counted toward the 8-page limit). The paper will ask you draw on your unique life experiences, 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 or type of organization you aspire to lead after graduation. Papers will be graded based on quality of writing, organization, original research, integration of your life story, course readings, and thoughtfulness/originality/appropriateness of your role model.

CLASS TOPICS AND ASSIGNMENTS

<u>Class 1</u> 9/1/15	Three Levels of Responsibility
Topics:	Course themes and requirements; legal rules vs. ethical norms vs. personal character as guides to responsible conduct.
Negotiation Case:	The Exit Interview
<u>Class 2</u> 9/8/14	Responsibility and Law: One-Day Law School
Topics:	Introduction to Law and Legal Systems Three Types of Law in Business

Negotiation Case: The Rare Book (You will write up your deal as a contract)
An MBA Student Gets a Surprise (Small group discussion)
The Law of Contracts and Fraud

For Next Class: Come to the next class prepared to share a story of a personal experience of an encounter with law, legal process, or the police in your life.

Class 3 9/15/15

Regulatory Law and Fiduciary Duties

Topics: Conflicts of Interest; Insider Trading
Negotiation Case: The Fee Dispute
Case Studies: Insider Trading Problems
For Next Class: Self Control Practice and Coaching Groups

Class 4 9/22/15

Responsibility and Self-Discipline: What is "Character"?

Topics: Impulses and Self Control: "How could I have done that?"
The respective roles of reason and emotions in behavior and decision making
Personality and culture as an aspect of making ethical judgments
Negotiation Case: The Medical Equipment Case
For Next Class: Come to the next class with a "hard case" from your life experience involving a difficult moral choice between two strongly felt values (i.e. career vs. family; religion vs. following the law)

Class 5 9/29/14

Responsible Moral Decisions in Hard Cases

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

Class 6 10/6/14

Speaking Up: Responsibility in Organizations
(Readings Quiz at beginning of Class)

Topics: Strategic Persuasion
Conflicts when ethical, strategic, and legal frames collide
Framing arguments effectively
Course Wrap Up

FINAL PAPER: Submit E-Copy on Canvas *and* Paper Copy to Room 643, JMHH
DUE: No later than Tuesday October 13 at 3 pm (i.e. one week after our last class).