

**LGST 612-005**  
**Responsibility in Professional Services**  
**Spring 2016, First Quarter**

Dr. Matthew Lister  
Office: JMHH 652

Tuesday and Thursday  
Room: JMHH G50  
Time: 3:00-4:20

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Office Hours: TBD

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**Course Description:** This course addresses ethical and legal problems and issues that arise in business contexts. The goals of the course include teaching you to identify and critically think about legal and ethical or moral issues in business, especially as these arise for decision-makers in the business world. (We will also consider other relevant perspectives as well, such as those of consumers and employees, but our major focus will be on management and other decision-makers.) We will consider both individual decision-making and what sort of more general social regulation, if any, is desirable in the business realm. The readings for this course draw on the instructor's background in both law and philosophy, though they will often serve as jumping-off points for discussion.

**Class Participation:** Students are expected to finish all assigned readings and attend class prepared to discuss the readings. The readings, however, will often be a launching pad for further discussion, so both reading and attendance are required. Anything in the assigned readings and class discussion is fair game for coverage in an exam. Students should attend class prepared to discuss how the assigned reading is relevant for business decision-making, perhaps by relating to the material to recent events. Attendance and participation will make up 25% of the final grade.

**Exams:** There will be a final exam that will account for 75% of the grade.

**Readings:** There are two required texts for this class, both available at the Penn Book Center (on 34<sup>th</sup> and Sansom – not the Penn Book Store), Harry Frankfurt, *On Bullshit*, and Stuart P. Green, *Lying, Cheating, and Stealing: A Moral Theory of White-Collar Crime*. Other readings will be made available through canvas, either distributed through me or through the Study.Net system.

**Some other Policies:** None of the questions we will consider in this class have fully obvious or easy answers. (You should not expect to be told “the right answer” to difficult moral questions in this class!) A variety of views are reasonable and worthy of consideration. Therefore, it is necessary to treat the views of your classmates with respect. This will lead to a happier and more fruitful learning environment for everyone. Rude or disrespectful behavior will not be accepted. (This applies, of course, to racists or sexist statements, but not only to these. Please use common sense and courtesy.) Additionally, it is important that everyone get the chance to take part in discussion, so please try to not monopolize discussion. There is often as much to learn by listening as by talking, though of course everyone should be ready to talk.

Please do not use phones or text or email during class. It is very distracting and annoying to others. If you have a legitimate reason why you might need to receive a message during class, please let me know beforehand.

**MBA “Concert Rules”:** Classes will be conducted according to Wharton faculty-student established “concert rules”:

1. Class starts and ends on time. Students and faculty are expected to be timely.
2. Students are to sit according to a seating chart.
3. Students and faculty should remain in attendance for the duration of class.
4. Students should display name plates.
5. All phones and electronic devices, including laptops, should be turned off.

**MBA Ethics Code:** The MBA Ethics Code and all of its rules and standards regarding student integrity, anti-plagiarism, and prohibition of any form of cheating in individual or group work applies in this course, as in any course. Student are on notice that any violations will be prosecuted and strictly enforced by the instructor.

**Class Schedule and Reading Assignments (note that this is a tentative schedule, subject to change with appropriate notice!)**

Week 1: Jan. 12 Introductions and description of the class. Readings:  
Rachels, “What is Morality?”

Jan. 14 What is the purpose of a business or public corporation? Readings:  
Milton Friedman, “The Social Responsibility of Business is to Increase Profits”  
Lynn Stout: “The Problem of Corporate Purpose”

Week 2: Jan. 19 Some discussion of the nature of wrong-doing in the corporate context.  
Readings : Green, *Lying, Cheating, and Stealing* pp. 9-47 (No class Jan. 21, 26, 28)

Week 3: Feb. 2 Honesty, truthfulness, and transparency: Readings: Green, *Lying, Cheating, and Stealing*, pp. 76-88 (deception) and 148-60 (fraud) (W.V. emissions scandal)

Feb.4 Honesty, truthfulness, and transparency cont. Readings: Frankfurt, *On Bullshit* (all)

Week 4: Feb. 9 Honesty, truthfulness, and transparency, cont. Readings: Green, *Lying, Cheating, and Stealing*: pp. 133-47 (Perjury) and 161-70 (False Statements)

Feb. 11 Unfair advantage and conflict of interests. Readings: Green, *Lying, Cheating, and Stealing*, pp. 53-75 (cheating) an 98-106 (disloyalty)

Week 5: Feb. 16 Unfair advantage and conflicts of interest cont. Readings: Green, *Lying, Cheating, and Stealing*, pp. 235-242 (insider trading), Conflicts of interest at Goldman Sachs

Feb. 18 More on unfair advantage. Readings: Green, *Lying, Cheating, and Stealing*, pp. 243-48 (tax evasion), tax inversions and taxation of “foreign” profits

Week 6: Feb. 23 More on unfair advantage. Readings: Green, *Lying, Cheating, and Stealing*, pp. 193-211 (Bribery), Foreign Corrupt Practices Act sections

Feb. 25 Workplace fairness: Readings: Green, *Lying, Cheating, and Stealing* pp. 93-7 (Coercion and Exploitation), readings on sexual harassment

Week 7: March 1 Review and Wrap-up.

Final Exam time and location: TBA