Responsibility in Professional Services  
LGST 612-003

Professor Alan Strudler  
Office Room: 663 JMHH  
Email: strudler@wharton.upenn.edu  
Office Hours: Mon 1.30pm & by appt.  

Fall 2016  
215-898-1221

LGST 612: This is a course about identifying moral and legal issues in business and making intelligent judgments about these issues. It is a premise of this course that often the moral and legal questions one faces in business

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. Most readings are available on Study.net. Other readings will be made available on Canvas.

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.
6. You may eat in class.

GRADES: They will be determined by a take-home final exam (75%) and class participation (25%).
Schedule (may change):

**Class 1, 8-31: Introduction.**
In class exercise
Debrief
Friedman, The social responsibility of business is to increase its profits
Vogel, CSR doesn't pay

**Class 2, 9-7:**
Case: Merck
Porter, Creating shared value
Stout, The problem of corporate purpose
American Law Institute, Principles of corporate governance

**Class 3, 9-12: Transactions**
In class exercise
Debrief

**Class 4, 9-14: Transparency**
Shell, When is it legal to lie in negotiation?
Fullinwider, Lying and public choice

**Class 5, 9-19: Professional Dilemmas**
In class exercise

**Class 6, 9-21: The law and ethics of insider trading**
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

**Class 7, 9-26: Professional Dilemmas**
Sandbu, Dicing with Death
Donaldson and Werhane, Introduction to ethical reasoning

**Class 8, 9-28: Law and Ethics According to Uber**
TBA

**Class 9, 10-3: Compensation**
Martin and Scotto, Bailouts and bonuses on Wall Street
Moriarty, Do CEO’s get paid too much?
Class 10, 10-5: Privacy
Case, Apple: Privacy vs. safety
TBA

Class 11, 10-10: Professional responsibility across borders
April 21
Case: 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, 10-12: Wrap-up