

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

**LEGAL STUDIES 612  
Quarter 1 -- Fall 2017  
RESPONSIBILITY IN BUSINESS**

Classroom: \_\_\_ 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](http://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 values/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-) and an automatic “LT” for the course. 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. 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) their fellow students for their overall contribution to their learning in the class based on class discussions, preparation and commitment to the in-class negotiations, preparation and insightful comments in small group discussions, etc. A rating of "3" is the "neutral baseline" and may be used for as many members of the class as you like. Numbers from 4 to 10 (with 10 as the highest) can be used for fellow students who enhanced the value of the class. Numbers from 0 to 2 (with 0 as the lowest) can be used for students who reduced the value of the class. Failure to complete the Peer Ratings assignment -- **due on October 10 by 4 pm** -- will result in a loss of 15 points for the class.

2. **Short-Answer Readings Test (25%)**. A short-answer "Readings Test" will be given in the final class on Tuesday, October 3 (NOTE: this is a Tuesday that counts as a "Thursday" class). The test will feature short-answer questions (i.e. a sentence or two), true/false, fill in the blanks, etc. The purpose of the test is to reward students who prepare and master the assigned readings.

3. **Final Paper. (45%)** A Final Paper is due on **Tuesday October 10, 2017 by 4:00 pm**. This is the largest single component of the grade and consists of an 6-9 page paper (12-point type, doubled spaced, standard margins –end notes and illustrations are not counted toward the 9-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**

<b><u>Class 1</u></b> 8/29/17	<b>Three Levels of Responsibility</b>
Topics:	Course themes and requirements; legal rules vs. ethical norms vs. personal character as guides to responsible conduct.
Negotiation Case:	The Exit Interview
<b><u>Class 2</u></b> 9/5/17	<b>Day 1 of Two-Day Law School</b>
Topics:	Introduction to Law, Contracts, Fraud Three Types of Law in Business
Case Study:	An MBA Student Gets a Surprise (Small group discussion)
Negotiation Case:	The Rare Book (You will write up your deal as a contract)

**Class 3** 9/12/17

**Day 2 of Two-Day Law School:**

Fiduciary Duties, Regulatory Law, Insider Trading

Topics: Lawsuit Settlement, Fiduciary Duties, Insider Trading  
Negotiation Case: The Fee Dispute Negotiation  
Case Studies: Insider Trading Problems

**Class 4** 9/19/17

**Responsibility and Self-Control: What is "Character"?**

Topics: Impulses and Self Control: "How could I have done that?"  
The respective roles of reason and emotions in leadership  
behavior and decision making  
Case studies: Reports on self control exercise  
Worldcom's Auditor

**Class 5** 9/26/17

**Responsibly in Very Hard Cases: Moral Conflicts**

Topics: Personal Ethical and Moral Conflicts  
Moral Reasoning in Hard Cases  
Responsibility vs. Self Interest  
Negotiation case: Medical Equipment  
Case Studies: Your tough cases  
The Ones Who Walk Away From Omelas

**Class 6** 10/3/17

**Speaking Up for Your Values**

QUIZ: Readings Quiz During Class  
Topics: Influence and Credibility: Speaking Up for Your Values  
Course Wrap Up

**FINAL PAPER:** Submit E-Copy on Canvas *and* Paper Copy to Room 643, JMHH

**DUE:** TUESDAY OCTOBER 10, 2017 by 4 pm.

**PEER RATINGS WEBSITE:** Also due on TUESDAY OCTOBER 10 by 4 pm.