Aryeh Friedman is VP, Associate General Counsel and Chief Privacy Officer at Dun & Bradstreet responsible for privacy and compliance; prior to that he was the Chief Privacy Officer at Pfizer. He has taught in the Legal Studies & Business Ethics Department at Wharton for many years.

**COURSE MATERIALS:** A course pack will be available from study.net. I have also provided links to materials, including legal documents and videos.

**GRADING:**

- **Class participation:** 10%
- **Midterm:** 40%
- **Final Exam:** 50%

**CLASSROOM ETIQUETTE:**

You are expected to be in class on time. Attendance will be taken. Please do not eat in class. There will be a 15 minute break in the middle of the class. Computers may be used for typing notes but not for other activities. If you use your computer for other purposes I reserve the right to stop use of the computer. Cellphones must be turned off.

**PROVISIONAL SYLLABUS**

**January 17: What is Business Ethics? Overview:**

*Conceptual Model*

- “A Framework for Ethical Reasoning”

**January 24: Ethical Issues in the Workplace:**

*Plagiarism:*
- *Resume Padding*
- *Conflicts of Interest*
- *Compensation and Income Inequality:*
• CEO Compensation: “Do CEOs Get Paid too Much?”

Discrimination
Employee Rights
  • “Confucian Skepticism About Workplace Rights”
  • “Employment at Will, Employee Rights and Future Directions for Employment”

January 31-February 7: Ethical Conduct in Marketing and Sales:
Ethics in Negotiations:
  • Shell, “When Is it Legal to Lie in Negotiations.”
Conducting Competitive Market Research.
  • “Martha McCaskey”
Product Liability:
  • Martin Sandu, “Dicing with Death? A case study of Guidant Corporation’s implantable defibrillator business”
  • “Pinto Fires and Personal Ethics: A Script Analysis of Missed Opportunities”

February 14-21: White Collar Crimes: Fraud, Deception and Theft
  • “Personal Values and Professional Responsibility”
  • Why They Do It: Inside the Mind of the White - Collar Criminal https://www.youtube.com/watch?v=94b0mWfxsbk

Accounting Fraud
  • John C. Coffee, Jr. “Limited Options”

Insider Trading:
  • Alan Strudler: Insider Trading: A Moral Problem”

Unfair Market Competition

February 28: Bribery and Corruption:
  • Charlotte Butler & Henri-Claude de Bettignies, “Chagmai Corporation”
  • Siri Schubert & T. Christian Miller, “At Siemens Bribery was Just a Line Item”

March 7: SPRING BREAK

March 14: In-Class Midterm first half of class.
March 14 (2nd half) — 21: Ethics in the Supply Chain:

- “In China the Human Costs That are Built into an iPad”
- **SEC Disclosure Obligations**: Disclosing the Use of Conflict Minerals”
  [http://www.sec.gov/News/Article/Detail/Article/1365171562058](http://www.sec.gov/News/Article/Detail/Article/1365171562058)
- **Export Controls**:
  - “Overview of U.S. Export Control System”
    [http://www.state.gov/strategictrade/overview/](http://www.state.gov/strategictrade/overview/)
- **Money Laundering**:
  - “History of Anti-Money Laundering Laws”

March 21: Privacy:

- Kirsten E. Martin, Google Inc., In China
- “Privacy and the Law”

March 28 Operating an Ethical Business
The Ethical Challenges Facing Entrepreneurs
The “Nanny Society”?  
- “Extraordinary Science of Addictive Junk Food.”
**Tax Avoidance and Business Ethics**:

April 4: How Companies Maintain an Ethical Culture:

- Lynn Sharp Paine, “Managing for Organizational Integrity”
- “Corporate Culture” [http://ethicalsystems.org/content/corporate-culture](http://ethicalsystems.org/content/corporate-culture) (including videos) and summary of Chapter 5 in Trevino & Nelson. Managing Business Ethics. 6th Edition (there is a link)

**Corporate Codes of Conduct**

April 11: Whistleblowing

- Joseph R. Desjardins & John J. McCall, “Whistleblowing at the Phone Company”
- “Seven Secrets Every Whistleblower Needs to Know”
- 2014 Annual Report to Congress on The Dodd-Frank Whistleblower program
April 18: **Corporate Social Responsibility**

*The Role of the Corporation:*
- “Milton Friedman, The Social Responsibility of Business is to Increase Profits”
- R. Edward Freeman, “Managing for Stakeholders.”
- “The Problem of Corporate Purpose”

*Business and the Environment*
- “Case Study: BP and the Deepwater Horizon”
  [https://mitsloan.mit.edu/LearningEdge/CaseDocs/10%20BP%20Deepwater%20Horizon%20Locke.Review.pdf](https://mitsloan.mit.edu/LearningEdge/CaseDocs/10%20BP%20Deepwater%20Horizon%20Locke.Review.pdf)

April 25: **Business and Terrorism: Course Conclusion**
- Laurie P. Cohen, “Chiquita Under the Gun”
- Indictment, United States v. Chiquita
- Liana Downey, “Mobil in Aceh, Indonesia.”