

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

LEGAL STUDIES 611-002
Quarter 4 – Spring 2020
RESPONSIBILITY IN GLOBAL MANAGEMENT

Classroom: 345 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 611 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 in the global business environment. 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. Please note: This is not a section that uses traditional Harvard Business School case studies to examine issues of corporate social responsibility. If you prefer that style of pedagogy, other sections of LGST 611 or 612 can and will provide it.

Mandatory Class Attendance and Grading: We will meet only six times and I strive to start class promptly and end on time (5-10 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, leave early, or disappear in the middle 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. This class will observe the MBA program's policy barring student use of electronic devices in the classroom. Please put your cell phones, tablets, and laptops away. Consult them only during official breaks – not during group work. Violations of the rules will be reflected in the "Overall Contribution" aspect of the course grade.

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."

NOTE: 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 for assigned negotiation and group exercises. You will lose the full attendance bonus, but no other penalty applies.

IF YOU MISS ALL OR PART OF TWO CLASSES, which amounts to missing as much as one-third of the course, you will be in serious jeopardy of failing the course, and I will provide you with an opportunity to withdraw before you face that outcome. As a matter of fact, no student has ever passed this section who has missed two classes – the few in this group have withdrawn. Nevertheless, missing all or part of two classes will trigger an automatic "LT" for the course. If you miss all or part of three classes or more you will fail with no opportunity to withdraw.

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 -- **4 pm exactly one week after the final class** -- 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 classroom at the beginning of the final 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 **by 4:00 pm exactly one week after the final class.** This is the largest single component of the grade and consists of a 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. You will upload your paper before the deadline to Canvas and turn in a paper copy at the reception area of the Legal Studies and Business Ethics Department, 6th floor of Huntsman Hall.

CLASS TOPICS AND ASSIGNMENTS

Class 1 3/17/20

Topics:

Negotiation Case:

Three Levels of Responsibility

Course themes and requirements;

The Medical Equipment Sale

Class 2 3/24/20

Day 1 of Two-Day Law School
Topics: Introduction to Law, Private Law of Contracts, Fraud
Three Types of Law in Business
Case Study: An MBA Student Gets a Surprise (Small group discussion)
Negotiation Case: The Exit Interview

Class 3 3/31/20

Day 2 of Two-Day Law School:
Topics: Fiduciary Duties, Global Regulatory Law, Insider Trading,
Lawsuit Settlement
Negotiation Case: The Fee Dispute
Case Studies: Insider Trading Questions

Class 4 4/7/20

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 Virtue and Values Exercise
Worldcom's Auditor
Convicted Felon: Insider Trading

Class 5 4/14/20

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

Class 6 4/21/20

Speaking Up for Your Values
TEST: Readings Test 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 APRIL 28, 2019 by 4 pm. **PEER RATINGS WEBSITE:** Also due on
TUESDAY APRIL 28 by 4 pm.