

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

**LEGAL STUDIES 6110-002  
Quarter 4 – Spring 2023  
RESPONSIBILITY IN GLOBAL MANAGEMENT**

Classroom: JMHH G50  
Office: 643 JMHH  
Class times: 3:30 to 6:30 pm, Tuesdays  
Office/Student Hours: 1:30 to 3:15 pm, Tuesdays or by appointment  
Office Phone: 215-898-9525  
Email: Shellric@wharton.upenn.edu

**Instructor:** Professor G. Richard Shell, Thomas Gerrity Professor, Legal Studies, Business Ethics, and Management. For more information, see [www.grichardshell.com](http://www.grichardshell.com).

**Course overview:** This section of Legal Studies 6110 will leverage my expertise in negotiation, persuasion, leadership, and law (as well as my experience co-founding the MBA Program's "P3" experience) to help you thoughtfully develop and articulate your unique, personal vision of what it means to be a "responsible" leader in the global business environment. The class is focused on your personal development as a leader in terms of both character and values. Negotiation simulations, group work on problems, personal introspection, and class discussions will help you reflect on how your life so far has prepared you to be a value-based leader no matter where your future career takes you. Please note: This is not a section that uses traditional Harvard Business School case studies to debate issues of corporate social responsibility. If you prefer that focus and style of pedagogy, other sections of LGST 6110, 6120, or 6130 can and will provide it.

**Masking, Eating, and Using Technology in Class.** I will wear a mask because I am in a Covid-vulnerable category. I urge you act responsibly with respect to masking: do whatever you think is best to keep yourself and others safe. Please: no eating or use of electronic devices during plenary class sessions. If you must use your laptop during class, see me. I'll ask you to sit in the front row.

**Mandatory Class Attendance and Grading:** The design of this course works only if everyone makes class attendance a top priority. See below for details affecting grading. We are still coping with a pandemic, so documented illness is an excellent (and excusable) reason for missing class. Recruiting and personal priorities unrelated to your health are not.

**FULL ATTENDANCE BONUS:** As an incentive to attend class diligently, 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.

**ATTENDANCE PENALTIES.** With the exception of the final class (where a 30-minutes in-class test is given), you may have one unexcused absence for all or part of one class. Missing 15 minutes (cumulatively) of a class counts as missing "part of any class." NOTE: this includes missing all or part of

Class 1 if you are registered for the course. As a courtesy to me, please 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. There is no penalty other than losing the full-attendance bonus for missing all or part of only one class.

MISSING ALL OR PART OF TWO (OR MORE) CLASSES. Unexcused absences from all or part of two classes (1/3 of the course) results in a 20-point penalty on your final grade, which may result in failure. If you miss all or part of three (or more) classes without a valid excuse, you will fail the class.

**Readings, Lecture Slides, Cases, Problem Sets, Exercises, Final Paper Prompt:**

- Readings are available on Canvas under “Course Materials @ Penn Libraries.” They are identified by the Class when they are due.
- Course slides will be posted on Canvas under “Files/Slides” for each class.
- Problem sets and exercises are posted on Canvas under “Files/Class \_\_\_\_ (1, 2, 3, etc.)” for the relevant class.
- The syllabus, sample test questions, the final paper prompt, and sample final papers are available under the appropriate headings under “Files.”

**GRADING ELEMENTS:**

1. **Diary + Short Paper #1: Virtues and Values Exercise** (10%). After Class 3, you will choose a personal virtue or value to work on all week (greater honesty, more compassion, active listening, limiting social media, healthier lifestyle, etc.). You will then work on this conscientiously for the week between Classes 3 and 4, posting about your efforts on Canvas every day of the week. Finally, the day before Class 4, you will post a 1-page essay on your overall success or lack thereof during the week, identifying your best and worst habits for practicing being your “best self.”
2. **Short Paper #2: Two Moral/Ethical Conflicts** (10%). For Class 5, you will submit on Canvas a 1-2 page paper exploring two moral or ethical conflicts you or (if necessary) someone close to you has directly experienced. Conflict #1 will involve a situation in which, for one reason or another, you did nothing to address the problem. Conflict #2 will involve a situation in which you stepped up to take corrective action (even if this action failed).
3. **Class 6: Readings Test** (30%). The beginning of the final class will feature a closed-book, closed notes, short-answer “Readings Test” lasting 30-40 minutes. Sample test questions are on Canvas.
4. **Final Paper.** (50%) A Final Paper must be posted on Canvas **by 11:00 pm exactly one week after the final class**. This is the largest component of the grade and consists of an 8-10 page paper (12-point type, doubled spaced, standard margins—end notes and illustrations are not counted toward the page limit). Details on this assignment are posted on Canvas. Papers will be graded based on quality of writing, organization, original research, integration of your personal life story, course readings, and thoughtfulness/originality/appropriateness of your role model(s). Please cite your sources accurately, use quotation marks for materials you take verbatim from other sources, and do not use or paraphrase chunks of text from unacknowledged sources (i.e. plagiarize). Wharton has an accurate, automated software system that checks for plagiarism, including papers, books, Wikipedia, and articles from internet sources—including other student papers.

## CLASS TOPICS AND ASSIGNMENTS

### Class 1 (3/14)

**Three Levels of Responsibility**  
Topics: Course themes and requirements;  
Negotiation Case: The Roofing Case (conducted in class)

### Class 2 (3/21)

**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 (conducted in class)

### Class 3 (3/28)

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

### Class 4 (4/4)

**Responsibility and Self-Control: What is "Character"?  
(Diary entries + Short Paper #1 posted on Canvas before class)**  
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  
The slippery slope of rationalization: Worldcom's Controller

### Class 5 (4/11)

**Responsibly in Very Hard Cases: Tough Conflicts  
(Short Paper #2 posted on Canvas before class)**  
Topics: Personal Ethical and Moral Conflicts  
Moral Reasoning in Hard Cases  
The "CLIP" Model  
"The Ones Who Walk Away from Omelas"  
Case Studies: Your stories

### Class 6 (4/18)

**The Values-to-Action Process: The OODA Loop  
(READINGS TEST at the beginning of class)**  
Topics: Your Personal Strengths, Organizational Strategies for Speaking Up for Your Values, What is "Whistleblowing"?  
Case Studies: Personal Assessment/Challenges + The Theranos Case