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

LEGAL STUDIES 6120-006
Quarter 4 – Spring 2024
RESPONSIBILITY IN BUSINESS

Classroom: JMHH F60
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.

Course overview: This section of Legal Studies 6120 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. Your personal values and character as a leader will be front and center. Negotiation simulations, class discussions, group work on legal problems, and personal introspection about your family and culture will prompt you reflect on how your life so far has prepared you to be a value-based leader. Please note: *This is <u>not</u> a section that uses traditional Harvard Business School case studies to debate issues of corporate social responsibility, such as corruption, climate change, or ESG.* If these issues are your priorities for your LGST core class, other sections of LGST 6110, 6120, or 6130 can and will provide that focus.

Classroom conduct: Laptops and Food. *Turn off all your electronic devices and close your laptop during plenary class sessions* (use during breaks or group work is permitted). If you require your laptop up during class for learning purposes, see me. I'll ask you to sit in the front row. Beverages are fine, but, as a courtesy to all, please avoid eating in class.

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. Documented illness is an excellent (and excusable) reason for missing class. Recruiting and personal/family priorities unrelated to your health are not.

FULL ATTENDANCE BONUS: As an incentive to attend class diligently, students who attend <u>all six classes in full (or all five if they register after Class 1 is over)</u> 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 <u>one unexcused absence for all or part of one class</u>. Missing 15 minutes (cumulatively) of a class counts as missing "part of any class." NOTE: <u>this includes missing all or part of</u>

Class 1 if you are registered for the course. As a courtesy, 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:
  - Canvas Tab "Course Materials @ Penn Libraries" contains all the assigned readings for the course. The readings are identified by the Class ## when they are due.
  - Please consult the Files area as you prepare for each class. Canvas Tabs for Slides, Classes, Final Paper Prompt, Syllabus, sample test questions, etc. are located under "Files."
  - **ChatGPT, BARD, and other generative AI tools: Generative AI tools are not permitted for Assignments #1 and #2 below, which are very short reports/diaries of your personal experiences that are not evaluated in any way for writing quality. AI tools are permitted (but not encouraged) for the Final Paper. See Lecture 1 Slides and the Final Paper prompt on Canvas for guidance about using generative AI tools.**

GRADING

1.   Daily 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 attention to important relationships, 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 reflection describing 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/Lecture Slide Test (30%). The beginning of the final class will feature a closed-book, closed notes, short-answer "Readings/Lecture Slide Test" lasting 40-50 minutes. Sample test questions are on Canvas.

4.   Final Paper. (50%) A Final Paper of 8-10 pages length must be posted on Canvas **by 11:59 pm exactly one week after the final class**. See the "Final Paper Prompt" on Canvas in Files for the details of this important assignment.

CLASS TOPICS AND ASSIGNMENTS

Class 1 (3/12)   **Three Levels of Responsibility**
            Topics: Course themes and requirements;
            Negotiation Case: The Roofing Case (conducted in class)

Class 2 (3/19)   **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)

　　　　Problem Sets: Both Contracts and Fraud Problem Sets

Class 3 (3/26)   **Day 2 of Two-Day Law School:**
　　　　Topics: Fiduciary Duties, Global Regulatory Law, Insider Trading,
　　　　　　　　　　　　　　　Lawsuit Settlement

　　　　Negotiation Case: The Exit Interview (conducted in class)
　　　　Case Studies: Insider Trading Questions + Michael Kimelman Video

Class 4 (4/2)   **Responsibility and Self-Control: What is "Character"?**
　　　　　　　　　　　　　　　(Diary entries + Short Paper #1 posted on Canvas)
　　　　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 (4/9)   **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: Jon Huntsman; *Spiderweb Capitalism*; Your Stories

Class 6 (4/16)   **The Values-to-Action Process: The OODA Loop**
　　　　　　　　　　　　　　　(READINGS/LECTURE 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

FINAL PAPER DUE: Exactly one week after the final class (4/23/24) at 11:59 pm.