

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

LEGAL STUDIES 6120-003
Quarter 1 – Fall 2024
RESPONSIBILITY IN BUSINESS

Classroom: JMHH F60
Office: 643 JMHH
Class times: 3:30 to 6:30 pm, Tuesdays
Office/Student Hours: 2:00 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 investigate your personal conception of what it means to be a “responsible” professional. Negotiation simulations, class discussions, group work, and personal introspection will prompt you reflect on how your life so far has prepared you to be a value-based leader. Your Final Paper will require you to define and illustrate (with examples from your life) what the word “responsibility” means to you. Please note: *This is not a section that uses traditional Harvard Business School case studies to debate issues of ethics and corporate social responsibility, such as corruption, climate change, or ESG.* Other sections of LGST 6110, 6120, or 6130 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. Repeated violations of these standards after a reminder will be reflected in your grade for “Overall Contribution to Class Learning” (see below).

Mandatory Class Attendance and Grading: 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, clubs, and personal/family priorities unrelated to health crises are not excusable absences. **I will ask you to self-report your attendance under the policies below in Class 6.**

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.

MISS ALL OR PART OF ONE CLASS. With the exception of the final class (where a 45-minute in-class test on readings and lecture slides 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, 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.**

MISS 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." This Tab contains all the assigned readings for the course. The readings are identified by the Class ## when they are due.
- Canvas "Files" Tab. Contains Slides, Syllabus, Final Paper Prompt, Sample Test Questions, etc.
- **Generative AI tools such as ChatGBT: Generative AI tools are not permitted for the Daily Character Practice Diary Assignment (between Classes 3 and Class 4) and Moral Conflict Stories (Class 5), which are short reports/diaries of your personal experiences. AI tools are not encouraged but are permitted for the Final Paper. If you use Generative AI, you must disclose such use and attach all of your prompts, AI replies, and AI-generated sections/drafts with your Final Paper.**

COURSE DELIVERABLES

1. **Character Practice Week Team Exercise.** After Class 3, you will choose a personal self-development item to work on all week (greater honesty, more attention to important relationships, limiting social media, healthier lifestyle, etc.). You will post this statement of intention on Canvas. Thereafter, you will work on this item conscientiously for the week between Classes 3 and 4, posting daily about your efforts to your Learning Team on a platform of your choice for comment and encouragement. Finally, the Monday before Class 4, you will post on Canvas a 1-2 page essay on your overall success or lack thereof during the week, discussing the readings for this class and identifying your learnings from this exercise. NOTE: Your work on this exercise will be reflected in your "Overall Class Contribution" grade.

2. **Two Moral/Ethical Conflict Stories.** Before Class 5, you will post on Canvas a 1-2 page reflection describing two moral or ethical conflicts you or 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). NOTE: Your posting on this assignment will be reflected in your "Overall Class Contribution" grade.

3. **Overall Contribution to Class/Peer Ratings: (30% of Grade)** Due a week after Class 6. The class will be better for everyone if you contribute purposefully to others' learning. Your "Overall Contribution" to class learning and a Peer Rating/Comment exercise (advisory to the instructor) are thus important parts of your grade. This grade includes not only meaningful in-class participation and timely postings on the two exercises described above, but also contributions your instructor cannot observe directly. For example, your peers may rate you on your commitment (or lack thereof) to group exercises, preparation and attention within your Learning Team, and even between-class work with others in a Study Group. 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 for you. Numbers 1 and 2 (with 1 as the lowest) can be used for students whose lax preparation and/or commitment reduced the value of the class for you. Written Comments explaining your ratings are welcome (and entirely optional). Failure to complete the Peer Ratings assignment will result in a loss of 10 points from whatever score you would otherwise have achieved on this course element.

4. **Class 6: Readings/Lecture Slide Test (25% of Grade)**. 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 under “Files.” If you stay up with the readings and pay attention in class, you’ll do fine.
5. **Final Paper. (45% of Grade)** A Final Paper of 8-10 pages length must be posted on Canvas **by 11:59 pm exactly one week after the final class.** Late penalties will be applied. See the “Final Paper Prompt” on Canvas in Files for the details of (and AI policies regarding) this important assignment.

CLASS TOPICS AND ASSIGNMENTS

<u>Class 1</u> (8/27/24)	Three Levels of Responsibility
Topics:	Course themes and requirements; psychological barriers to ethical conduct
Negotiation Case:	The Exit Interview Case (conducted in class)
<u>Class 2</u> (9/3/24)	Day 1 of Two-Day Law School
Topics:	Legal Risk Analysis, Private Law of Contracts, Fraud
Negotiation:	The Rare Book (conducted in class)
Case Study/Problems:	An MBA Student Gets a Surprise (Learning Team discussion) Contracts and Fraud Problem Sets (Learning Teams)
<u>Class 3</u> (9/10/24)	Day 2 of Two-Day Law School:
Topics:	Fiduciary Duties, Conflicts of Interest, Insider Trading
Negotiation Case:	The Fee Dispute (conducted in class)
Problem Sets:	Insider Trading Problems (Learning Teams)
<u>Class 4</u> (9/17/24)	Responsibility and Moral Habits: Character Week (Daily Diary Group Work + Summary posted on Canvas on Monday before Class)
Topics:	The respective roles of impulse, intentions, and habits in responsible behavior and decision making
Case Studies:	Reports on Character Week Experiences (Learning Teams); Worldcom Controller David Meyers Video
<u>Class 5</u> (9/24/24)	Responsibly in Very Hard Cases: Your Tough Conflicts (Stories posted on Canvas on Monday before class)
Topics:	Your Personal Ethical and Moral Conflict Stories Moral Reasoning in Hard Cases (CLIP)
Case Studies:	The Ones Who Walk Away from Omelas+ Your Stories

Class 6 (10/1/24)

Speaking Up for Your Values

(READINGS/LECTURE TEST at the beginning of class)

Topics: Your Personal Strengths, Organizational Strategies for Speaking Up for Your Values vs. “Whistleblowing”?

Case Studies: Personal Assessment/Challenges + The Theranos Case

FINAL PAPER & PEER EVALUATIONS DUE: Exactly one week after the final class (10/08/24) at 11:59 pm. Late penalties apply.