SYLLABUS

BLAW 368-01 (4794): BUSINESS ETHICS VALUES

INSTRUCTOR:Professor Sandor E. Samuels

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Time: Tuesdays and Thursdays, 12:30 p.m. – 1:45 p.m.

Location: Bookstein Hall 1121

Textbook: Business Ethics: Case Studies and Selected Readings, Jennings, Marianne Moody, 9th edition, Cengage Learning (ISBN – 978-1-305-97254-4)

Office Hours: Tuesdays 10:00 a.m. – 12 noon

**Mission of the Department of Business Law**

Our mission is to equip students with the academic knowledge, problem solving, analytical and professional skills in the areas of business law, business ethics, and real estate necessary to achieve their personal and professional goals.

**General Education Requirements**

LIFE-LONG LEARNING OVERALL GOAL: STUDENTS WILL: develop cognitive, physical and affective skills which will allow them to become more integrated and well- rounded individuals within various physical, social, cultural, and technological environments and communities.

Life-Long Learning GE SLO #1: Students will identify and actively engage in behaviors conducive to individual health, well-being, or development, and understand the value of maintaining these behaviors throughout their lifespan.

BLAW 368 helps students identify ethical issues, analyze them using models of ethical thinking, and plan behaviors consistent with ethical conduct.

Life-Long Learning GE SLO #2: Students will identify and apply strategies leading to health, well-being, or development for community members of diverse populations;

BLAW 368 helps student identify courses of conduct using models of ethical analysis. Behaving ethically helps create greater health, well-being and development for students and for our larger environment.

GE Upper Division Writing Requirement: BLAW 368 is an upper division GE course that requires completion of writing assignments totaling a minimum of 2,500 words. This will be your final exam, which will be a take-home final.

**Further Objectives of the Course**

1. To explore the predominant ethical theories that have affected business in a historical and cultural context;

2. To gain experience in the critical thinking skills required for ethical analysis and problem solving;

3. To hone analytical writing skills;

4. To begin to understand and consider ethical and policy issues which are critical for being an ethical and effective member of the business community.

**The Professor reserves the right to ban electronic devices, including cell phones and laptop computers, in the course.**

**Exams and Grading**

The grade allocation will be based on points roughly as follow:

Class Participation: approximately 10% - 15% of course grade

Quizzes and homework assignments: Approximately 20% - 25% of course grade

Midterm: Approximately 25% of course grade

Take Home Final Exam: Approximately 35% of course grade

*Current Events*: From time to time, students may also be asked to comment upon current events or to find current examples of the materials covered in the text. These assignments will be worth 5 points each and will count toward your Class Participation grade.

*Class partners*: You must make friends and share contact information with other students in the class of your choosing. You should check in with your class partner(s) if you miss information in class and likewise be available to your partner(s) for class information.

*Due Dates*: The assignments are due as indicated on this Syllabus, on Canvas, or as announced in class. If you miss a class, it is your responsibility to find out what happened in that class either by obtaining information from a class partner or by listening to a recording of the class, which will be available under the Modules Section of Canvas.

**Class Preparation**

You must do the assigned readings for each class. Please note that there is an assignment prior to the start of class. A student’s consistent and/or recurring failure to be properly prepared to discuss the assigned materials shall result in a downward adjustment in the student’s Class Participation grade. Also, it is my experience that if a student does not come prepared to class, that student is not likely to receive a good grade in the class.

**Exams**

There will be quizzes and there will be a midterm. There will also be a Final Take Home Exam. Examinations will cover material imparted in class, class lectures and discussions and all assigned readings. Examinations will be cumulative.

Examinations will consist of essays and/or fill-in-the-blank and multiple-choice questions and will be closed book. Use of any materials during examinations is prohibited. Also, with regard to the Final Take Home Exam, students will be allowed to consult the assigned readings and their notes from the lectures. You may also listen to any of the class recordings found in the Modules section of Canvas. You may not work or consult with any other person in the preparation of the Final Take Home Exam. Also, no outside sources are allowed to be used in connection with the Final Take Home Exam. **In particular, no student may use the internet in any way, shape or form in connection with the Final Take Home Exam.**

Examinations must be taken on the dates administered in order to receive credit toward the final grade. Students who must miss an examination due to personal illness or injury, death or illness in the family, jury duty or religious holidays, or any other acceptable reason, must contact the Professor prior to the examination to make alternate arrangements. Student athletes are urged to contact the Professor as soon as possible to discuss any issues with their ability to sit for examinations on the days set forth in the syllabus. Students will not be permitted to sit for examinations after the scheduled dates set forth in the syllabus without the Professor’s prior approval. Such approval is within the sole discretion of the Professor.

Any student failing to abide by these policies will receive a zero for the examination in question.

**Final Take Home Exam**

The Final Take Home Exam must be a minimum of ,2,500 words in length, but not to exceed 10 pages (double-spaced, 12-point font). Two weeks before the end of class, you will be given a prompt with 10 sections for you to answer. As noted above, to prepare your Final Take Home Exam, you will be allowed to use the assigned readings and all information provided in the lectures. You may not consult with any other individual or use any other materials. In particular, you may not use the internet in any way shape or form.

**Class Participation**

Everyone benefits when students actively participate in classroom work and discussions. The participation grade reflects: A student’s performance in the classroom, including providing insights and interpretations to issues raised and participation in class discussions, and a student’s attendance in the course.

Student participation and attendance are key elements to the successful completion of this course. A significant portion of this course will be devoted to the discussion of issues and events relating to the course materials. Students must be prepared to discuss course materials at all times. In order to be fully prepared to participate, all assignments described in the syllabus must be read prior to the class in which they will be discussed.

**Academic Honesty**

We will adhere to the university’s policy on academic honesty. Instances of academic dishonesty will result in a grade of “F” for the course and will be referred to the Dean's office for further action.

**Changes to Syllabus**

The Professor reserves the right, upon reasonable notice to the class, to modify or update the assignments/items herein. No such modification or update shall take place without the Professor making an announcement to that effect in class and through Canvas.

**ASSIGNMENTS AND DATES**

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| **Date** | **Topic** | **Assignment** |
| Class 1  Tuesday January 25 | Introduction | Read Preface pp. xii – xix; and review Syllabus |
| Class 2 Thursday  January 27 | Exploring Ethical Decision Making; Defining Ethics; Types of Ethical Dilemmas; | Read pp. 1 – top of 19. |
| Class 3  Tuesday  February 1 | Rationalizing and Labeling; Slippery Slope; Resolving Ethical Dilemmas and Personal Introspections | Read pp. 19 -- 34. |
| Class 4  Thursday  February 3 | Cheating | Read pp. 34 (beginning with “On Plagiarism) – 47, and answer Discussion Questions 5 and 6 on page 41. One paragraph for each question. The assignment will be found on Canvas. Turn the assignment in before Class 5. |
| Class 5  Tuesday  February 8 | Solving Ethical Dilemmas; Personal Introspection; What Gets in the Way of Ethical Decisions in Business? | Read pp. 49 – 65. |
| Class 6  Thursday  February 10 | BP and Deepwater Horizon Explosion; Valeant | Read pp. 66 – 83. |
| Class 7  Tuesday  February 15 | Resolving Ethical Dilemmas; Wall Street; Penn State; Deflategate | Read pp. 84 – 112 |
| Class 8  Thursday February 17 | Milton Friedman; Stakeholder Theory; Daraprim Drug, Walmart, Chipotle | Read pp. 116 *–* 137 |
| Class 9  Tuesday  February 22 | Quiz 1 | This Quiz will take the entire class period. |
| Class 10  Thursday  February 24 | Guns; Craigslist; Planned Parenthood | Read pp. 137—151 |
| Class 11  Tuesday  March 1 | Mortgage Meltdown | Read pp. 151 – 162, and pp. 273 -- 280; See U-Tube link on Countrywide’s Subprime Scandal and The Rise and Fall of Angelo Mozilo (type in Ethics – Countrywide – Angelo Mozilo) |
| Class 12  Thursday  March 3 | Music and Sports | Read pp. 162 – 174, and 415 -- 420, and “Is it Moral to Take a Knee?” (Markkula Center for Applied Ethics) |
| Class 13  Tuesday  March 8 | Temptation to Work for Individual Gain and That Credo: Compensation Systems; Accounting and Earnings Management; Sarbanes-Oxley and Dodd-Frank | Read pp. 196 – 216; and 243 -- 246 |
| Class 14  Thursday  March 10 | The Psychological and Behavioral Factors; Rogues; Finova; SAT | Read pp. 217 –242 |
| Class 15  Tuesday March 15 | Worldcom | Read pp. 247 – 263, and pp. 268 – 272 |
| Class 16  Thursday  March 17 | Midterm | The Midterm will take the entire class time. |
| Tuesday  March 22 | No Class | Spring Break |
| Thursday  March 24 | No Class | Spring Break |
| Class 17  Tuesday March 29 | Industry Practices and Legal Factors -- Enron | Read pp. 280 -- 299 |
| Thursday  March 31 | No Class | Cesar Chavez Holiday; Watch, Ariely, Our Buggy Moral Code (U-Tube), and take the 3 question quiz on Canvas, due at the beginning of Class 18, Tuesday, April 5. |
| Class 18  Tuesday  April 5 | A Primer on Whistleblowing; Bernie Madoff | Read pp. 318 – 334; President Trump and the Whistleblower; and pp. 335 -- 336 |
| Class 19  Thursday  April 7 | Ethics in International Business | Read pp. 385 – 409 |
| Class 20  Tuesday  April 12 | Bribes, Grease Payments and “When in Rome. . .” | Read pp. 411 – 414 and pp. 418 – 423 |
| Class 21  Thursday  April 14 | Ethics and Contracts | Read pp. 349 – 352, pp. 359 – 374, and pp. 377 -- 384 |
| Class 22  Tuesday  April 19 | Workplace Diversity | Read pp. 442 – 459 |
| Class 23  Thursday  April 21 | Workplace Confrontation | Read pp. 460 – 470 |
| Class 24  Tuesday  April 26 | Product Safety | Read pp. 477 – 494 |
| Class 25  Thursday  April 28 | Product Sales | Read pp. 501—512; Read the Wells Fargo Scandal at  [law.corpgov.harvard.edu › 2019/02/06 › the- Wells-Fargo-cross-selling scandal](https://www.google.com/url?sa=t&rct=j&q=&esrc=s&source=web&cd=2&ved=2ahUKEwiW14icn8XmAhVbHTQIHT1bA9kQFjABegQIAxAG&url=https%3A%2F%2Fcorpgov.law.harvard.edu%2F2019%2F02%2F06%2Fthe-wells-fargo-cross-selling-scandal-2%2F&usg=AOvVaw211GR2Z7y55DSrXF5p8u58) |
| Class 26  Tuesday  May 3 | Intellectual Property and Ethics | Read pp. 536—540 |
| Class 27  Thursday  May 5 | All’s Fair, or Is it? | Read pp. 525—535 |
| Class 28  Tuesday  May 10 | Quiz 2 | This Quiz will take up the entire class period. |
| Class 29  Thursday  May 12 | Opportunity to ask questions about the Take Home Final Exam |  |