



**ETHICS IN BUSINESS – Fall 2014**  
**23978 – BLBU 3443 – Section R03**

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Office: Faber Hall, Suite 462 (Rose Hill)

Meeting Time and Place:  
Tue and Fri 08:30-09:45 AM  
Where: Faculty Memorial Hall 321  
Office hours: Tue and Fri 11:30-12:30

**COURSE DESCRIPTION**

Business schools cannot be expected to assume total responsibility for the recent ethical debacles in corporations and throughout the business world but they surely have some responsibility. After all, most of the executives involved in the scandals were educated in business schools. This course addresses these concerns and provides an opportunity to analyze the normative framework that underlies the interactions between individuals, business firms, markets, and governments.

**COURSE OBJECTIVES**

*Ethics in Business* aims to help students articulate their moral intuitions and appreciate the moral dimensions of business decision-making. Drawing upon ethical, psychological, economic, and political theories, students shall develop a framework to be applied to the moral dilemmas facing decision-makers in business organizations. This course shall enable students to improve their ethical reasoning, to recognize the importance of acting consistently with those moral judgments, and to acquire argumentative skills to participate intelligently in the public square.

**REQUIRED COURSE MATERIALS**

- Ethics and the Conduct of Business* (7<sup>th</sup> Edition) by John R. Boatright, Pearson, 2011; ISBN: 0205053130.
- Assignments and additional materials will be distributed in class or posted to Blackboard.

**GRADING POLICY**

Your raw grade is based on a 1000 point scale, calculated as follows:

Class Participation	150 points
Quizzes (six quizzes; lowest dropped out)	50 points
Two Mid-Term Exams on Oct 10 <sup>th</sup> and Dec 9 <sup>th</sup> (best 35%, worst: 25%)	600 points
Final Project (project guidelines will be distributed separately)	200 points

*Make-up Policy: There are no make-up exams or quizzes*

Your final grade (the grade that appears on your transcript) will be calculated by applying your raw grade to a curve mandated by the Law & Ethics Department, as follows:

Grade(s)	Percentage of the class
A and A- (combined)	10-20%
B+	10-20%
B	15-25%
B- and C+ (combined)	10-25%
C and C- (combined)	10-25%
D	0-10%
F	0-5%



**COURSE SCHEDULE**

(\*) quiz dates

DATE	THEME	REQUIRED READINGS
Fri Sep 5	Introduction	
Tue Sep 9	Ethics and Psychology	📖 Experimental social psychology
Fri Sep 12		📖 Character and Environment (available at <a href="http://papers.ssrn.com/sol3/papers.cfm?abstract_id=1597280">http://papers.ssrn.com/sol3/papers.cfm?abstract_id=1597280</a> ) ✂️ Sears (322)
Tue Sep 16*	Ethics in the World of Business	📖 Ch. 1: Ethics in the World of Business (1-21) ✂️ KPMG (19)
Fri Sep 19	Markets, Firms, and Role Decision-Making	📖 Ch. 2: Ethical Decision-Making (22-49) ✂️ An Auditor's Dilemma (69)
Tue Sep 23 *	Ethical Theories (I): Consequentialism and Deontology	📖 Ch. 3: Ethical Theories (50-58) ✂️ Exporting Pollution (66)
Fri Sep 26	Ethical Theory (II):	📖 Ch. 3: Ethical Theories (58-71)
Tue Sep 30 *	Virtues, Rights, Equality and Liberty	✂️ Clean Hands in a Dirty Business (66-67)
Fri Oct 3		✂️ Lavish Pay at Harvard (42-43)
Tue Oct 7	Review Class	📖 Readings + Chapters 1, 2, 3, and 4 (85 pages)
<b>Fri Oct 10</b>	<b>FIRST MID TERM EXAM</b>	
Tue Oct 14	Exam Review + Final Project Session	
Fri Oct 17	TBD (you vote)	📖 Ch. ? ✂️ Case Study 1
Tue Oct 21		
<b>Wed Oct 22</b>	<b>FINAL PROJECT: Outline due</b>	
Fri Oct 24	TBD (you vote)	📖 Ch. ? ✂️ Case Study 1 ✂️ Case Study 2
Tue Oct 28*		
Fri Oct 24	TBD (you vote)	📖 Ch. ? ✂️ Case Study 1 ✂️ Case Study 2
Tue Oct 28		
Fri Oct 31	TBD (you vote)	📖 Ch. ? ✂️ Case Study 1 ✂️ Case Study 2
Tue Nov 4*		
Fri Nov 7	TBD (you vote)	📖 Ch. ? ✂️ Case Study 1 ✂️ Case Study 2
Tue Nov 11		
Fri Nov 14	TBD (you vote)	📖 Ch. ? ✂️ Case Study 1 ✂️ Case Study 2
Tue Nov 18*		
<b>Fri Nov 21</b>	<b>FINAL PROJECT: Final Version Due</b>	
Fri Nov 21	TBD (you vote)	📖 Ch. ? ✂️ Case Study 1 ✂️ Case Study 2
Tue Nov 25		
Tue Dec 2		
Fri Dec 5	WRAP-UP SESSION	📖 CHAPTERS ?, ?, ?, ? AND ? (XX pages)
<b>Tue Dec 9</b>	<b>SECOND MID TERM EXAM</b>	