MGMT 341
ETHICS IN BUSINESS

Instructor Information
Dr. Al Gini
Office: 312-915-6093  Email: agini@luc.edu
Maguire Office #432
1 East Pearson, Chicago, IL 60611
Office Hours: 9:30AM-11AM, 1:30PM-3:30PM (M-W-F) and By Appointment
http://www.luc.edu/quinlan/executive-education/faculty/algini/

Catalog Description
Requirement: PHIL 130 for students admitted to Loyola University after Fall 2012. Phil. 130 is not a requirement for students admitted to Loyola prior to Fall 2012, or those with a declared major or minor in the Department of Philosophy or Department of Political Science.
Prerequisites: Junior Standing; minimum grade of "C-" in MGMT 201 and ECON 202.
This course focuses on ethical issues in the world of business and commerce. This course will address a number of interrelated questions: What are the rights and obligations of business in society? Can businesses "do good" and "do well"? Is business ethics a viable goal or an unachievable ideal?

Purpose
Business Ethics can be defined as the branch of philosophical thinking which is directly concerned with human behavior directed at others in a business setting. Business Ethics attempts to arrive at acceptable principles of obligation and general judgments of value, in light of which we can determine what is morally right vs. wrong, good vs. bad, or morally responsible vs. irresponsible business conduct.

Course Objectives and Learning Outcomes
This course will have a six-fold objective:
1. To explain the purpose and value of ethical thinking and conduct.
2. To define business ethics.
3. To examine a formal ethical system of analysis.
4. To examine how the various principles of ethics can be directly applied to the world of business.
5. To examine the impact of work on our lives.
6. To analyze how we are influenced by business leadership.

**Required Materials**

To be read in conjunction with my lectures.

1. *Foundations of the Metaphysics of Morals*, Kant
2. *Case Studies in Business Ethics*, Gini/Marcoux (Sixth Edition) (G/M)

**Sakai**

A number of articles will be posted for your convenience. They are to be read in conjunction with my lectures.

III. “Let the Buyer Beware.” – Gini
IV. “Shopping As Leisure and Play.” – Gini
V. “Change, Choice, and Culture.” – Gini
VI. “The Importance of Being Lazy.” – Gini
VII. “Charles Ponzi/Bernard Madoff.”

**Class Policies**

- Turn off all cell phones.
- Be prepared to discuss the materials being presented on any given day.
- No food is permitted in the classroom. Drinks are permitted.
- Please leave me a message, either by telephone or email, informing me that you will not be in class. I do consider absenteeism when assigning final grades.
- Please see me after class or use email to contact me for an appointment or to ask a brief question.
Grading

Exams
1. First Exam: Date to be announced, essay in nature [Kant].
2. Second Exam: Date to be announced, essay in nature [topic(s) – T.B.A.]
3. Final Exam: On your regularly scheduled final date [topic(s) – T.B.A.].

Grading System
25% First Exam
25% Second Exam
50% Final Exam

Loyola University Grading Scale

<table>
<thead>
<tr>
<th>Grade</th>
<th>Equivalent GPA</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>4.00</td>
</tr>
<tr>
<td>A-</td>
<td>3.67</td>
</tr>
<tr>
<td>B+</td>
<td>3.33</td>
</tr>
<tr>
<td>B</td>
<td>3.00</td>
</tr>
<tr>
<td>B-</td>
<td>2.67</td>
</tr>
<tr>
<td>C+</td>
<td>2.33</td>
</tr>
<tr>
<td>C</td>
<td>2.00</td>
</tr>
<tr>
<td>C-</td>
<td>1.67</td>
</tr>
<tr>
<td>D+</td>
<td>1.33</td>
</tr>
<tr>
<td>D</td>
<td>1.00</td>
</tr>
<tr>
<td>F</td>
<td>0</td>
</tr>
</tbody>
</table>

Class Schedule

<table>
<thead>
<tr>
<th>TOPIC</th>
<th>READING ASSIGNMENT</th>
<th>CODE</th>
</tr>
</thead>
<tbody>
<tr>
<td>I. Intro to Ethics</td>
<td>“Ethics, Business, and Business Ethics”</td>
<td>G/M – 1</td>
</tr>
<tr>
<td></td>
<td>“The Parable of Sadhu” [next class]</td>
<td>G/M – 23</td>
</tr>
<tr>
<td></td>
<td>“The Mouth of Babes”</td>
<td>G/M – 29</td>
</tr>
<tr>
<td></td>
<td>“Tylenol’s Rebound”</td>
<td>G/M – 36</td>
</tr>
<tr>
<td>II. Kant’s Ethics</td>
<td>Foundations of the Metaphysics of Morals</td>
<td>Kant</td>
</tr>
<tr>
<td>----------------</td>
<td>----------------------------------------</td>
<td>------</td>
</tr>
<tr>
<td>“Management Dilemma”</td>
<td>G/M – 311</td>
<td></td>
</tr>
<tr>
<td>“Sexual Discrimination at Eastern”</td>
<td>G/M – 32</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>III. Business or Ethics</th>
<th>“Bluffing Ethical”</th>
<th>G/M – 18</th>
</tr>
</thead>
<tbody>
<tr>
<td>“Buyer Beware”</td>
<td>Sakai</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>IV. Economics/Markets/Marketing</th>
<th>My Job My Self</th>
<th>Chapter 10</th>
</tr>
</thead>
<tbody>
<tr>
<td>“Uptown/Dakota/Power Master”</td>
<td>G/M – 88</td>
<td></td>
</tr>
<tr>
<td>“Volvo”</td>
<td>G/M – 65</td>
<td></td>
</tr>
<tr>
<td>“Marketing Ethics”</td>
<td>G/M – 70</td>
<td></td>
</tr>
<tr>
<td>“Dependence Effect”</td>
<td>G/M – 76</td>
<td></td>
</tr>
<tr>
<td>“Shopping/Play”</td>
<td>Sakai</td>
<td></td>
</tr>
<tr>
<td>“Change, Choice, Culture”</td>
<td>Sakai</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>V. Corporations and Morals</th>
<th>“Ford Pinto”</th>
<th>G/M – 140</th>
</tr>
</thead>
<tbody>
<tr>
<td>“Moral Mazes”</td>
<td>G/M – 414</td>
<td></td>
</tr>
<tr>
<td>“Dalkon Shield”</td>
<td>G/M – 173</td>
<td></td>
</tr>
<tr>
<td>“Sears Auto”</td>
<td>G/M – 149</td>
<td></td>
</tr>
<tr>
<td>“WorldCom”</td>
<td>G/M – 132</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>VI. Work</th>
<th>My Job My Self</th>
<th>Preface, Chapters 1-9</th>
</tr>
</thead>
<tbody>
<tr>
<td>“The Importance of Being Lazy”</td>
<td>Sakai</td>
<td></td>
</tr>
</tbody>
</table>
VII. Women and Work

“Management Women and the New Facts Of Life”
G/M – 255

“Women in the Workplace”
G/M – 242

“Changing Corporate America”
G/M – 280

“Betraying Women”
G/M – 283

VIII. Leadership

My Job My Self
Chapter 11

“Leadership: Overview”
G/M – 383

“Call of Leaders”
G/M – 391

“From the Top”
G/M – 398

“Not Fool or Saint”
G/M – 429

“Enron”
G/M – 104

“Ways Women Lead”
G/M – 406

“Charles Ponzi/Bernard Madoff”
Sakai

Quinlan School of Business Policies

Attendance

Class attendance and participation are fundamental components of learning, so punctual attendance at all classes, for the full class meeting period, is expected of Quinlan students. Faculty may set participation policies unique to their courses and use class participation as a component of the final grade. The student is responsible for any assignments or requirements missed during an absence.

Please leave me a message, either by telephone or email, informing me if and when you will not be in class. I do consider absenteeism when assigning final grades.
**Make-Up Examinations**

Loyola University academic policy provides that tests or examinations may be given during the semester or summer sessions as often as deemed advisable by the instructor. Because Quinlan faculty believe examinations represent a critical component of student learning, required examinations should be taken during the regularly scheduled class period. **Make-up examinations are discouraged.** Exceptions may be granted only by the faculty member or department chair, and only for unavoidable circumstances (illness verified by a signed physician’s note, participation in intercollegiate athletic events, subpoenas, jury duty, military service, bereavement, or religious observance). A make-up final examination may be scheduled only with the permission of the appropriate Quinlan Assistant or Associate Dean.

**Academic Integrity**

All members of the Quinlan School shall refrain from academic dishonesty and misconduct in all forms, including plagiarism, cheating, misrepresentation, fabrication, and falsehood…Plagiarism or cheating on the part of the student in individual or group academic work or in examination behavior will result minimally in the instructor assigning the grade of “F” for the assignment or examination. In addition, all instances of academic dishonesty must be reported to the chairperson of the department involved.

For further information about expectations for academic integrity and sanctions for violations, consult the complete Quinlan School of Business Honor Code and Statement of Academic Integrity on the Quinlan website:


**Handheld Devices**

The use of handheld devices during class is prohibited!!!

**Ground Rules for Essay Exams**

I. How are the exams graded?

   a. Comprehension of the facts.
   b. Comprehension of the meaning and significance of the facts.
   c. Articulation of the main issues clearly and logically stated in standard English prose.
   d. Basic mastery of sentence structure, spelling, punctuation, and grammar.
      (You should be able to do basic editing at point of transcription.)

II. How do you write an essay exam?

   a. Prepare ahead—(know your facts).
   b. Practice the exam—(no surprises).
III. Time Magazine Example

a. Assume an educated audience.
b. Assume general knowledge, but not expertise.
c. Define the issue(s): What is being asked?
d. Describe the issue(s): What does it do? How does it operate/function?
e. Give example(s): Only after and not instead of defining and describing the facts.