Syllabus for Business and Professional Ethics (MKT/BIO 326)

Instructor
John J. Griffin, J.D., M.B.A.
Office: 2016
Phone: 805.338.6036
Office Hours: Tuesday, 5:00pm to 6:00pm (prior to class)
eMail: john.griffin@csuci.edu

Course Description
This course provides discussions of ethical issues and societal challenges derived from scientific research and professional activities. Students examine the sources, fundamental principles, and applications of ethical behavior; the relationship between personal ethics and social responsibility of organizations; and the stakeholder management concept. Students apply ethical principles to different types of organizations: business, non-profits, government, health care, science/technology, and other professional groups. Topics also include integrity of scientific research and literature and responsibilities of scientists to society, intellectual property, ethical practices in professional fields, ethical dilemmas in using animal or human subjects in experimentation, gene cloning, animal cloning, gene manipulation, genetic engineering, genetic counseling, and ethical issues of applying biotechnology in agricultural fields. The course emphasizes the study of cases to explore ethical issues.

Learning Objectives
Students who successfully complete this course will be able to:

- describe the major elements of ethical theory
- analyze and present results of complex ethics cases
- prepare and give effective oral presentations about ethical issues
- perform research and write a 1000 word paper on an aspect of ethics

Required Texts

Defining Moments
by Joseph L. Badaracco
ISBN 0-87584-803-6

Practical Business Ethics for the Busy Manager
by M. Neil Browne, Andrea Giampetro-Meyer, and Carrie Williamson

Each week, additional reading materials will be available on Blackboard to supplement the class discussion and exercises.

Course Approach
Classes will consist of classroom lectures, group exercises, and a weekly topical workshop designed to analyze an ethical dilemma. Students will be required to actively participate in these workshops.

Course Policies
Since we meet just once a week, your attendance and participation at each class meeting is crucial for your success. Attendance will be taken at each class. If you cannot attend, you will
lose class participation credit for that class as well as points awarded for the random quiz, should one be offered.

Please see the CSUCI Student Guidebook (available at [http://www.csuci.edu/students/publication/guidebook](http://www.csuci.edu/students/publication/guidebook)) for campus-wide policies applicable to this and all CSUCI courses including policies on Academic Dishonesty and accommodations that are available for students having disabilities.

**Grading**

The final grade for this course will be based on a total of 100 points, as follows:

<table>
<thead>
<tr>
<th>Points</th>
<th>Date</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>45</td>
<td>Oct 13</td>
<td><strong>Tests.</strong> A midterm and final exam will be offered with the midterm worth 20 points and the final worth 25 points. Tests will primarily consist of essay questions.</td>
</tr>
<tr>
<td>15</td>
<td>Sep 29</td>
<td><strong>Film Assignment.</strong> The project will consist of a written document with a maximum length of five (5) pages.</td>
</tr>
<tr>
<td>15</td>
<td>random</td>
<td><strong>Class Prep Quizzes.</strong> Unannounced quizzes will be given at the start of five (5) random classes. Each quiz will be worth three (3) points. Questions will come directly from the reading assignment for that class.</td>
</tr>
<tr>
<td>25</td>
<td>Each Class</td>
<td><strong>Class Participation.</strong> Points will be awarded for participation in class discussions, for the weekly topical workshop, and for group assignments.</td>
</tr>
</tbody>
</table>

While course grades may be affected by a class curve, the following scale should serve as an approximate guide:

<table>
<thead>
<tr>
<th>Grade</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>90% - 100%</td>
</tr>
<tr>
<td>B</td>
<td>80% - 89%</td>
</tr>
<tr>
<td>C</td>
<td>70% - 79%</td>
</tr>
<tr>
<td>D</td>
<td>60% - 69%</td>
</tr>
<tr>
<td>F</td>
<td>0% - 60%</td>
</tr>
</tbody>
</table>

Throughout the semester, there may be opportunities for extra credit. Letter grades will include “plus” and “minus” designation as may be appropriate.

**Reading Assignments** (schedule of assignments subject to change with notice):

<table>
<thead>
<tr>
<th>Date</th>
<th>Workshop Exercise</th>
<th>Book</th>
</tr>
</thead>
<tbody>
<tr>
<td>25-Aug-2009</td>
<td>Marketing of Credit Cards to Students</td>
<td>DM Chap 1</td>
</tr>
<tr>
<td>1-Sep-2009</td>
<td>Violent Entertainment (video games/movies)</td>
<td>DM Chap 2-3</td>
</tr>
<tr>
<td>8-Sep-2009</td>
<td>Home Mortgages</td>
<td>DM Chap 4; PBE Chap 1</td>
</tr>
<tr>
<td>15-Sep-2009</td>
<td>Insurance Redlining</td>
<td>DM Chap 5; PBE Chap 2</td>
</tr>
<tr>
<td>22-Sep-2009</td>
<td>Executive Compensation</td>
<td>DM Chap 6; PBE Chap 3</td>
</tr>
<tr>
<td>29-Sep-2009</td>
<td><strong>Film Projects Due</strong></td>
<td>DM Chap 7; PBE Chap 4</td>
</tr>
<tr>
<td>6-Oct-2009</td>
<td>Business Gifts</td>
<td>DM Chap 8-9</td>
</tr>
<tr>
<td>13-Oct-2009</td>
<td><strong>Mid-term</strong></td>
<td>PBE Chap 5</td>
</tr>
<tr>
<td>20-Oct-2009</td>
<td>Health Care</td>
<td></td>
</tr>
</tbody>
</table>
**Film Project**

Students will select from one of the following films, or one of the student’s choosing (with instructor approval) and prepare a five (5) page paper (exclusive of cover) describing the ethical dilemma presented in the film. All options facing the character(s) should be discussed and the paper should explain the advantages and disadvantages of each. Special consideration will be given to alternative options that were not presented in the film.

- Wall Street
- My Sister's Keeper
- Erin Brockovich
- Silkwood
- Hotel Rwanda
- Good Night, and Good Luck
- Million Dollar Baby
- The Rainmaker
- Norma Rae
- The Insider
- Glengarry Glen Ross
- Tin Men
- One Two Three
- The Boiler Room
- The Efficiency Expert
- Thank You for Smoking
- Michael Clayton
- Barbarians at the Gate
- Enron - The Smartest Guys in the Room
- The Devil Wears Prada
- A Man for All Seasons
- The Last Word

Be prepared to make your selection by the second class (01-Sep-2009) as this assignment is due on 29-Sep-2009.