

**WCBA – GENERAL FACULTY MEETING AGENDA**  
**Thursday, December 15, 2005**  
**103 Stuzin Hall – 2:00 p.m.**

1. October 14, 2005 Minutes presented for approval by the Faculty.
2. The Undergraduate Committee presents the following items for approval by the Faculty:

**Course changes:**

**GEB 4941 – Internship**

- ◆ Credits: OLD – 1-3  
NEW – 1-4

3. Informational item (for discussion purposes only):

The Undergraduate Committee approved the following regarding “Fourth” Major Course:

Finance: No fourth course; only require three courses (FIN 4243 Debt, FIN 4504 Equity, and FIN 4414 Financial Management)

Management: Require four courses (MAN 3240 Org. Behavior, MAN 4301 HR Management, MAN 4723 Strategic Management and either BUL 4443 Ethics in Global Business or a 3000-4000 level Management Elective)

Marketing: No fourth course; only require three courses (MAR 3503 Consumer Behavior, MAR 4803 Marketing Management, and a 3000-4000 level Marketing Elective).

4. Dean’s Report
5. Other

**WCBA – GRADUATE FACULTY MEETING AGENDA**  
**Thursday, December 15, 2005**

1. October 14, 2005 Minutes presented for approval by the Faculty.
2. The Masters Committee presents the following items for approval by the Faculty:

**New Courses:**

**FIN 6639 – International Finance Study Tour**

- ◆ Credits: 2
- ◆ Contact Hours: 2 Base hours
- ◆ Description: Overview of the private equity market and the role of intermediaries. How intermediaries add value in the private equity market.

**BUL 5445 – The Ethical Role of the Manager**

- ◆ Credits: 1
- ◆ Contact Hours: 1
- ◆ Description: The ethical role of a professional manager in meeting responsibilities associated with being entrusted with resources to manage.

3. Informational item (for discussion purposes only):

Pending State approval of the new course, The MBA Committee has approved the proposal for MBA students in the traditional (full-time) programs be required to take the new one-credit course, BUL 5445 -The Ethical Role of the Manager - while eliminating the requirement to take the one-credit course, MAN 5141 - Leadership Skills - course. This change to the curriculum would be implemented as soon as feasible, hopefully beginning with the next entering class.

4. Dean’s Report
5. Other

## WCBA – GENERAL FACULTY MEETING MINUTES

Friday, October 14, 2005

1. A motion was made to approve the September 9, 2005 General Faculty Meeting Minutes. The motion was seconded and the faculty voted to approve the Minutes as distributed.
2. The Undergraduate Committee presented the following items for approval by the faculty: A motion was made for the faculty to vote on these changes. The motion was seconded and the faculty voted to approve the course change:

### Course Changes:

#### MAR 3023 – Principles of Marketing

- ◆ Prereq: OLD – ECO 2023 and sophomore standing  
NEW – Sophomore standing and ECO 2023 or ECO 2013

3. The Teaching Committee revised the College's Grade Appeal policy and presented it for approval by the Faculty. Both the revised policy and the existing policy were presented for comparison. After discussion it was decided that this item would be tabled and was returned to the committee for re-consideration.
4. The following item was presented and discussed as informational item only:  
The Undergraduate Committee approved the following:
  - 1) The Business Minor will allow ECO 2013 (Macroeconomics) or ECO 2023 (Microeconomics) for the business minor. (*Formerly only ECO 2023 was permissible*)

## WCBA – GRADUATE FACULTY MEETING MINUTES

Friday, October 14, 2005

1. A motion was made to approve the September 9, 2005 Graduate Faculty Meeting Minutes. The motion was seconded and the faculty voted to approve the Minutes as distributed.
2. The Masters Committee presented the following items for approval by the Faculty. A motion was made for the faculty to vote on these changes. The motion was seconded and the faculty voted to approve the new courses and course change:

### New Courses:

#### GEB 6368 – Globalization and the Business Environment

- ◆ Credits: 2
- ◆ Contact Hours: 2 Base hours
- ◆ Description: Provides detailed presentation of political and economic relations and structures on the world scale in connection with structural power sources that have direct and/or indirect impacts on the design and shape of "global political economy."

#### REE 6935 – Real Estate Case Studies

- ◆ Credits: Variable – 1 to 2; repeatable up to a maximum of 5 credits
- ◆ Contact Hours: 1-2 base
- ◆ Prerequisites: Real Estate masters or Real Estate/JD program students
- ◆ Grade option: S/U
- ◆ Description: A practicum in which students are introduced to the major concepts, principles, analytical methods and tools useful for making commercial real estate valuation and investment decisions. Concepts, cases, projects and methods will be carried forward from Module 1 through Module 4.

### Course Changes:

#### ISM 6257 – Intermediate Business Programming

- ◆ Prerequisites: OLD – CGS 2414 or 3022 or consent of instructor  
NEW – none

3. Dean's Report
  - Professor Tanzer will reschedule her visit to attend one of our faculty meetings to a later date.
  - The new Provost scheduled three meetings with Deans: 1) Individual; 2) Vision; 3) Budget. The budget meeting is the last one and it will take place during December.
  - Sabbatical letters were sent out.

**PART 1: TO BE COMPLETED BY THE INSTITUTION**

Institution: <b>University of Florida</b>	Institutional Code: <b>001535</b>	Instructional Unit or Department Name, Department Code and SAMAS Number: <b>Business Admin - General: 011701000</b>
--	--------------------------------------	--

**Current SCNS Course Identification:**

Discipline (SMA) 1 5 5 Prefix G E B Level 4 Course Number 9 4 1 Lab Code \_\_\_\_\_  
 Institution's Course Title: INTERNSHIP

**PART 2: REQUESTED ACTIONS**

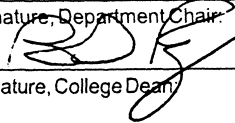
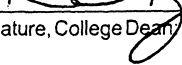
**Terminate Current Course**  Yes Date Termination Effective: \_\_\_\_\_

**NEW SCNS Course Identification: (Complete all appropriate areas)**

**NEW** Discipline (SMA) \_\_\_\_\_ Prefix \_\_\_\_\_ Level \_\_\_\_\_ Course Number \_\_\_\_\_ Lab Code \_\_\_\_\_  
**NEW** Institution Course Title (if applicable): \_\_\_\_\_

**EFFECTIVE TERM FOR CHANGES: (Mo/Yr)** Jan/2006

Other Items to Change	Change From	Change To
Amount of Credit	1-3	1-4
Type of Credit	N / A	N / A
Total Clock Hours (Contact Hour Base or Head Count)		
Type of Degree	N / A	N / A
Gordon Rule	N / A	N / A
General Ed Requirement	N / A (areas)	N / A (areas)
Prerequisites/Corequisites (This form does not update ISIS or registration prerequisite checking.)		
Change of Course Description (Course syllabus must be attached):	Mark any changes that apply: Rotating Topic <input type="checkbox"/> yes <input type="checkbox"/> no S/U Only <input type="checkbox"/> yes <input type="checkbox"/> no Repeatable for Credit <input type="checkbox"/> yes <input type="checkbox"/> no	

Department Contact, Telephone Number and PO Box: <b>Jennifer L. H. Olson, 3-0165, 117160</b>	(Date) <b>11/10/05</b>	Signature, Department Chair: 	(Date) <b>11/10/05</b>
College Contact, Telephone Number and PO Box: <b>Sharon Haughton, 2-2397 x 1225, 11750</b>	(Date) <b>11/10/05</b>	Signature, College Dean: 	(Date)
Signature, Graduate Dean (if applicable):	(Date)	Signature, Registrar (Institutional Contact):	(Date)

**PART 3: TO BE COMPLETED BY THE FACULTY DISCIPLINE COMMITTEE REPRESENTATIVE**

Approved Course Classification (Prefix, Number, Lab Code): \_\_\_\_\_  
 If not the same as recommended by institution, please explain: \_\_\_\_\_  
 SCNS Course Title (if new): \_\_\_\_\_  
 Decade Title (if new): \_\_\_\_\_  
 Century Title (if new): \_\_\_\_\_  
 Signature, Faculty Discipline Committee Representative \_\_\_\_\_ Date \_\_\_\_\_

**PART 4: SCNS STAFF USE ONLY**

Signature, SCNS Staff _____	Date Entered _____	Correspondence Number _____
-----------------------------	--------------------	-----------------------------

**PART I: TO BE COMPLETED BY THE INSTITUTION**

Institution Name: <b>University of Florida</b>		Institutional Code: <b>001535</b>	Instructional Unit or Department Name, Department Code and SAMAS Number: <b>Finance, Insurance &amp; Real Estate/011706000/1706000</b>		
Recommended SCNS Course Identification:					
Discipline (SMA) <u>1 3 1</u>		Prefix <u>F I N</u>	Level <u>6</u>	Course Number <u>639</u>	Lab Code _____
Institution's Course Title: <b>International Finance Study Tour</b>					
Effective Term (first date course will be offered): <u>Fall 2005</u>					
Amount of Credit: <u>02</u>		Type of Credit: <input checked="" type="checkbox"/> College	If Repeatable Credit or Variable Credit: _____ total repeatable credit allowed _____ minimum / _____ maximum credit within a semester		
Total Clock Hours: <u>N/A</u>		Contact Hour Base <u>02</u> or head count _____			
Course Description (A course syllabus must be attached.): <b>Overview of the private equity market and the role of intermediaries. How intermediaries add value in the private equity market.</b>				Mark all that apply: Rotating Topic <input type="checkbox"/> yes <input checked="" type="checkbox"/> no S/U Only <input type="checkbox"/> yes <input checked="" type="checkbox"/> no Repeatable for Credit <input type="checkbox"/> yes <input checked="" type="checkbox"/> no	
Prerequisites: (This form does not update ISIS or registration prerequisite checking.)					
Corequisites:					
All faculty teaching this course have completed at least 18 graduate semester hours in the teaching discipline and hold at least a masters degree. <span style="float: right;"><input checked="" type="checkbox"/> Yes <input type="checkbox"/> No</span>					
Degree Type (Mark all that apply.): <input type="checkbox"/> Associate of Arts <input checked="" type="checkbox"/> Graduate Students <input type="checkbox"/> Baccalaureate <input type="checkbox"/> Other (specify): _____			Gordon Rule Course? <i>Requires action by the General Education Council</i> <input type="checkbox"/> Yes _____ <input checked="" type="checkbox"/> No Number of Words _____		
General Education Requirement (check all applicable): <i>Requires action by the General Education Council</i> <input type="checkbox"/> Communications <input type="checkbox"/> Math <input type="checkbox"/> Social Sciences <input type="checkbox"/> Humanities <input type="checkbox"/> Natural Science					
Category of Instruction: <input type="checkbox"/> Introductory <input checked="" type="checkbox"/> Intermediate <input type="checkbox"/> Advanced					
Department Contact, Telephone Number and PO Box: <b>Debbie Himes, 2-0153, PO 117168</b>		(Date)	Signature, Department Chair: <i>[Signature]</i>		(Date) <b>8-15-05</b>
College Contact, Telephone Number and PO Box: <b>Sharon Haughton 2-8435x1225PO117 50</b>		(Date)	Signature, College Dean:		(Date)
Signature, Graduate Dean (if applicable):		(Date)	Signature, Registrar (Institutional Contact):		(Date)

**PART II: TO BE COMPLETED BY THE FACULTY DISCIPLINE COMMITTEE REPRESENTATIVE**

Approved Course Classification (Prefix, Number, Lab Code):

If not the same as recommended by institution, please explain:

SCNS Course Title (if new): \_\_\_\_\_

Decade Title (if new): \_\_\_\_\_

Century Title (if new): \_\_\_\_\_

Signature, Faculty Discipline Committee Representative: \_\_\_\_\_ Date: \_\_\_\_\_

**PART III: SCNS STAFF USE ONLY**

Signature, SCNS Staff _____	Date Entered _____	Correspondence Number _____
-----------------------------	--------------------	-----------------------------

**FIN 6639**  
**International Finance Study Tour**  
**University of Florida, Warrington College of Business**  
**2<sup>nd</sup> Module, Fall 2004**

**Professor:** Andy Naranjo, Emerson/Merrill Lynch Associate Professor of Finance

**Office Location:** 309C Stuzin Hall (in suite 309)

**Office Hours:** Tuesday and Thursday 4:00-5:00; also by appointment

**EMAIL Address:** [ANDY.NARANJO@CBA.UFL.EDU](mailto:ANDY.NARANJO@CBA.UFL.EDU)

**Contact Phone Numbers:**

Office: (352) 392-3781

Secretary: (352) 392-0153

Fax: (352) 392-0301

**Course Description:**

The purpose of this course is to provide students with both academic and practical exposure to international financial markets and international business practices. For the academic component, there will be various classes held both here at UF and at a university in Brazil. To obtain the first hand experience, the class will also visit various financial markets, businesses, and organizations in Brazil. The visits will consist of both site tours and presentations on relevant business topics. The first hand experience obtained from the study trip will enable students to better understand and manage international investments, trade, and risk.

The course consists of two required parts: some pre-trip course meetings and a study tour component. The class meetings will take place during the 1<sup>st</sup> module. The class meetings will cover relevant background information and issues. Required class readings and handouts will also be distributed during these meetings. The reading assignments will serve as background material for the class meetings and will also prepare students for the study trip. There will also be some pre-trip student presentations. The study tour component will take place between the 1<sup>st</sup> and 2<sup>nd</sup> Module from October 15<sup>th</sup> – October 22<sup>nd</sup> (i.e., departing for Brazil on Friday, October 15<sup>th</sup> in the evening and arriving back to Florida on Friday, October 22<sup>nd</sup> in the morning). Terry McCoy, a Professor at UF and the Director of the Latin American Business Environment Program at UF's Center for Latin American Studies, will also be a facilitator/instructor during this trip.

**Course Evaluation:**

Final course grades will be determined by three components: a pre-trip group paper/presentation, a post-trip individual paper, and meaningful individual participation during the trip and class meetings. Students must be present and alert at all of the lectures and study tour visits. The pre-trip group paper/presentation and individual post-trip paper are each worth 30% of your final grade, while individual participation is worth 40% of your final grade. The pre-trip group paper/presentation will consist of a paper and accompanying presentation covering some assigned background aspects on Brazil. As a part of this paper, each group will also be required to do some background research on the companies/organizations that we will be visiting and submit a set of meaningful questions. The post-trip individual paper will consist of a reaction paper based on the pre-trip readings and companies/organizations visited.

**Class Meetings:**

Each class meeting will cover relevant course content and pre-trip logistical issues. There will be four class meetings during the term.

Week 1: Preliminary meeting/Administrative issues

Week 3: Brazil in context – Emerging markets

Week 5: Brazil: background -- culture, politics, economics...

Week 7: Brazil: financial markets/specific companies; Final Pre-trip meeting/Wrap-up

**Tentative Itinerary**  
***2004 International Finance Study Tour to Brazil***

**Friday, October 15<sup>th</sup>**

4:29 P.M. Depart Orlando for Miami (American Airlines – AA 1899)

8:50 P.M. Depart Miami for Rio (American Airlines – AA 919)

**Saturday, October 16<sup>th</sup>**

6:11 A.M. Arrive in Rio, Customs, Van pick-up and transport to hotel

Hotel Check-in

**Golden Tulip Ipanema Plaza**

Rua Farne de Amoedo, 34

Ipanema

Tel. (55-21) 3687 2000

Fax: (55-21) 3687-2001

[www.ipanemaplaza.com.br](http://www.ipanemaplaza.com.br)

1:00 P.M. Van pick-up at hotel for lunch

1:30 P.M. Group lunch – (Porção Rios)

3:30 P.M. City Tour (Pão de Açucar)

Free Evening/Dinner on your own

**Sunday, October 17<sup>th</sup>**

Breakfast in hotel restaurant (included in room cost)

8:30 A.M. Van pick-up at hotel

9:30-11:30 Boat Tour - Marina da Glória

12:00 P.M. Van pick-up for transfer back to hotel

Afternoon Lunch on your own

Hippie Fair

7:30 P.M. Group dinner at hotel and opening discussion

## **Monday, October 18<sup>th</sup>**

Morning:      Catholic University (PUC)

Breakfast in hotel restaurant (included in room cost)

8:15 A.M.      Van pick-up at hotel

9:00-10:30    The Brazilian Economy– Fabio Gambiagi (IPEA)

10:30-10:45   Break

10:45-12:15   Walter Ness, Capital Markets and Risk in Brazil

12:15            Group lunch at Couve Flor at PUC

1:30-3:30      Real Estate Investment, Prudential, at PUC

Van pick-up to Downtown

5:00-6:30      BNDES - National Development Bank

Free Evening   Dinner on your own

## **Tuesday, October 19<sup>th</sup>**

Morning:      Financial Sector

Breakfast in hotel restaurant (included in room cost)

8:30              Van pick-up at hotel

9:30 – 11:00   Aracruz. This firm is the second largest exporter in Brazil and the lowest cost producer of pulp in the world. Aracruz is headquartered in Rio (near Copacabana beach), with main plants in the state of Espirito Santo. Aracruz was the first Brazilian ADR listed in the NYSE.

Afternoon:

11:30            Guapo-Loce Restaurant (lunch at Rio-Sul location)

1:30              Depart for Guapo-Loce location in Leblon for lecture/discussion

Free evening/dinner on your own



Wednesday, October 20<sup>th</sup>

Morning/Afternoon:

6:00 A.M. Van pick-up at hotel to airport

Breakfast at airport or on airplane

7:30 A.M. Depart Rio from Santos Dumont airport to São Paulo (TAM Linhas Aereas – JJ 2402)

8:23 A.M. Arrive São Paulo (Congonhas) -

9:30 A.M. Van pick up at airport to Mogi-Mirim – Camargo-Correa

11:00-12:30 Presentation

12:30-1:30 Lunch

1:30 – 3:30 Factory visit

3:30 – 5:00 Van pick-up to hotel

5:00 P.M. **Hotel Check-in:**  
Hotel Blue Tree Faria Lima  
**Av. Brigadeiro Faria Lima, 3989**  
**Vila Olímpia-São Paulo-SP**  
Tel. 011 (55-11) 3896 7544  
Fax 011 (55-11) 3896 7545  
[www.bluetree.com.br](http://www.bluetree.com.br)

Free evening/dinner on your own

**"Students requesting classroom accommodation must first register with the Dean of Students Office. The Dean of Students Office will provide documentation to the student who must then provide this documentation to the Instructor when requesting accommodation."**

**Thursday, October 21<sup>st</sup>**

Morning:      São Paulo

Breakfast in hotel restaurant (included in room cost)

8:30              Van pick-up at hotel

10:00            BMF (Futures Market): Francisco Eduardo Queiroz Ferreira, Head of  
Market Development; tel 55 11 3119-2203; e-mail : [franciscof@bmf.com.br](mailto:franciscof@bmf.com.br)

Afternoon:

12:30 – 3:30    Lunch, followed by presentations: Votorantim Asset Management, with  
Marco Antonio Fitchner, CEO and his team. Votorantim is the largest  
industrial group in Brazil, and they also have a bank and an asset company.

6:00 P.M.        Van pick-up to Guarulhos Intl. airport


11:00 P.M.      Depart for Florida on American Airlines (AA 906)

**Friday, October 22<sup>nd</sup>**

4:59 A.M.        Arrive in Miami

7:50 A.M.        Depart Miami for Orlando on American Airlines (AA 404)

**PART I: TO BE COMPLETED BY THE INSTITUTION**

Institution Name: <b>University of Florida</b>		Institutional Code: <b>001535</b>	Instructional Unit or Department Name, Department Code and SAMAS Number: <b>Management 011702000</b>	
Recommended SCNS Course Identification: Discipline (SMA) <u>1 1 2</u> Prefix <u>B U L</u> Level <u>5</u> Course Number <u>4 4 5</u> Lab Code _____				
Institution's Course Title: <b>The Ethical Role of the Manager</b>				
Effective Term (first date course will be offered): <u>Spring 06</u>				
Amount of Credit: <u>1</u>	Type of Credit: <input checked="" type="checkbox"/> College	If Repeatable Credit or Variable Credit: _____ total repeatable credit allowed _____ minimum / _____ maximum credit within a semester		
Total Clock Hours: <u>N/A</u>	Contact Hour Base <u>1</u> or head count _____			
Course Description (A course syllabus must be attached.): <b>The ethical role of a professional manager in meeting responsibilities associated with being entrusted with resources to manage</b>			Mark all that apply: Rotating Topic <input type="checkbox"/> yes <input checked="" type="checkbox"/> no S/U Only <input type="checkbox"/> yes <input checked="" type="checkbox"/> no Repeatable for Credit <input type="checkbox"/> yes <input checked="" type="checkbox"/> no	
Prerequisites: (This form does not update ISIS or registration prerequisite checking.) <u>none</u>				
Corequisites: <u>none</u>				
All faculty teaching this course have completed at least 18 graduate semester hours in the teaching discipline and hold at least a masters degree. <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No				
Degree Type (Mark all that apply.): <input type="checkbox"/> Associate of Arts <input checked="" type="checkbox"/> Graduate Students <input type="checkbox"/> Baccalaureate <input type="checkbox"/> Other (specify): _____		Gordon Rule Course? <i>Requires action by the General Education Council</i> <input type="checkbox"/> Yes _____ <input checked="" type="checkbox"/> No Number of Words _____		
General Education Requirement (check all applicable): <i>Requires action by the General Education Council</i>		<input type="checkbox"/> Communications	<input type="checkbox"/> Math	<input type="checkbox"/> Social Sciences
		<input type="checkbox"/> Humanities	<input type="checkbox"/> Natural Science	
Category of Instruction: <input type="checkbox"/> Introductory <input checked="" type="checkbox"/> Intermediate <input type="checkbox"/> Advanced				
Department Contact, Telephone Number and PO Box: <b>Mitzi Calvert 392-0163 POB 117165</b>		(Date)	Signature, Department Chair:  (Date)	
College Contact, Telephone Number and PO Box: <b>Sharon Haughton 392-8436 117150</b>		(Date)	Signature, College Dean: _____ (Date)	
Signature, Graduate Dean (if applicable): _____		(Date)	Signature, Registrar (Institutional Contact): _____ (Date)	

**PART II: TO BE COMPLETED BY THE FACULTY DISCIPLINE COMMITTEE REPRESENTATIVE**

Approved Course Classification (Prefix, Number, Lab Code): \_\_\_\_\_

If not the same as recommended by institution, please explain:  
 \_\_\_\_\_

SCNS Course Title (if new): \_\_\_\_\_

Decade Title (if new): \_\_\_\_\_

Century Title (if new): \_\_\_\_\_

Signature, Faculty Discipline Committee Representative: \_\_\_\_\_ Date: \_\_\_\_\_

**PART III: SCNS STAFF USE ONLY**

Signature, SCNS Staff _____	Date Entered _____	Correspondence Number _____
-----------------------------	--------------------	-----------------------------

The Ethical Role of the Manager (one credit)  
Dr. Virginia Maurer  
Office: 219A Stuzin  
352-392-1048 or 392-0163 (Office)  
352-376-2867 (Home)  
virginia.maurer@cba.ufl.edu

## Course Syllabus

1. **Office Hours.** Tuesdays 2:00-4:00 and by appointment and by e-mail anytime. If you need to see me, either stop by my office or send me an email. If I am there and able to see you, I will. Otherwise, I will get back to you and arrange an appointment.
2. **Department Chair.** The chair of the Management Department of the Warrington College of Business is Dr. Larry DiMatteo, 201 Stuzin. All complaints go to him if you cannot resolve them with me.
3. **Course description.** The ethical role of a professional manager in meeting responsibilities associated with being entrusted with resources to manage.
4. **Classroom Accommodation.** The University of Florida requires that the following statement be placed on every course syllabus:

“Students requesting classroom accommodation must first register with the Dean of Students Office. The Dean of Students Office will provide documentation to the student who must then provide this documentation to the Instructor when requesting accommodation.”

The instructor will be happy to work with you in finding appropriate accommodation.

**5. Goals and Objectives of the course:** The course will focus on helping students prepare for the ethical aspects of business decision-making and on helping them think clearly and analytically about the ethical challenges they may face as managers. The student will

- Be able to identify, describe, and apply the major systems of ethical reasoning to managerial decision-making.
- understand the ethical aspects of the manager's roles in and duties to the organization and, derivatively, its various constituents.

- learns about, explore, and consider the manager's role in implementing the organization's responsibilities to the larger society.
- build a cognitive framework of the classical patterns of ethical failure of managers in organizations.
- anticipate and prepare for a variety of specific ethical challenges in managing others' resources, including conflicts of interest and their resolution, truth-telling, accountability, options managers in the face of wrongdoing, and the challenge of thinking clearly and analytically when fact patterns of wrongdoing appear in a confused context.
- Be exposed, vicariously, through cases, speakers, and multimedia, to the experiences managers have had in their careers that were primarily ethical (or unethical) decisions and affected their managerial careers, for better or for worse. The student will have the opportunity to probe, question, and gain insight into these experiences and the attendant decisions the managers made, and to evaluate the result of the decision.

- 6. Grades.** The course involves a fair amount of reading and writing. You are expected to have done the reading for each class and be prepared to discuss it; to fulfill all written assignments competently.

You will write three 3-4 page papers based on assignments or exercises in the class. There will be no formal examinations in the course. The grade will be based on

- 1) Papers (75%)
- 2) Class contribution and participation (25%)

You should feel free at any time to discuss with me your grade or performance.

- 7. Class preparation and attendance.** Class preparation and attendance are critical to the success of the course. Each person makes a unique contribution that is missed when absent. Do not miss class unless it is urgent that you do so. If you must miss class, please account for your absence either before the class, if possible, or as soon thereafter as practicable.
- 8. Format of the Course.** The course will involve lecture, class discussion of assigned reading materials, speakers and other media content.
- 9. A Note on the Instructor.** Dr. Maurer is the Hurst Professor of Business Law and Legal Studies; former chair of the Department of Management; and Director, Poe Center for Business Ethics. She is

a graduate of Northwestern University (B.A.) and Stanford University (M.A., J.D.). She is Past President of the Academy of Legal Studies in Business; past editor in chief of the *American Business Law Journal*; has served on numerous college, university, and professional boards and committees.

**10. Academic Honesty.** Your attention is directed to the university policy on academic honesty and plagiarism, which you may find on the university website. The University takes academic honesty seriously, and so does this instructor. Violations will be pursued and University policy will be followed.

### **11. Text and Topical outline of subjects to be covered.**

**Text: Maurer, coursepak**

**Class #1 Management as a Profession: the Ethical and Fiduciary Roles of the Manager**

**Class #2 Sources of Managerial Ethics and Values**

**Class #3 Problems in Applying Traditional Theory to Managerial Decisions**

**Class #4 Conflicts of Interest in Organizations**

**Class #5 Issues in Transparency and Accountability**

**Class #6 Options in the Face of Wrongdoing: Exit, Voice, and Loyalty**

**Class #7 Building Codes of Ethics**

### **12. Representative materials for use or assignment**

#### **Books and Chapters in Books**

BADARACCO, *DEFINING MOMENTS: WHEN MANAGERS MUST CHOOSE BETWEEN RIGHT AND RIGHT* (1997)

BADARACCO, *BUSINESS ETHICS: ROLES AND RESPONSIBILITIES*

BOATRIGHT, *ETHICS AND THE CONDUCT OF BUSINESS* (4<sup>th</sup> ed. 2003)

BOK, *LYING* (2004)

BUCHER & STELLING, BECOMING PROFESSIONAL (1977)

“Conventional Morality and Ethical Relativism” in DEGEORGE, BUSINESS ETHICS (6<sup>th</sup> ed. 2006)

“The Duty of Loyalty: Whistleblowing” in HALBERT AND INGULLI, LAW AND ETHICS IN THE BUSINESS ENVIRONMENT 5<sup>th</sup> (Thomson/Southwestern 2005)

“Ethics and Business” in DEGEORGE, BUSINESS ETHICS (6<sup>th</sup> ed. 2006)

FRITZSCHE, BUSINESS ETHICS (2005)

GINI, CASE STUDIES IN BUSINESS ETHICS (2005)

HOLDEN, ETHICS FOR MANAGERS (2000)

HARTMAN, PERSPECTIVES IN BUSINESS ETHICS (2<sup>nd</sup> ed. 2002)

HIRSCHMAN, EXIT, VOICE, AND LOYALTY (1970)

Khurana, Nobria, and Penrice, “Management as a Profession” in LORSCH, BERLOWITZ, AND ZELLEKE, RESTORING TRUST IN AMERICAN BUSINESS (AAAS 2005)

MARRELLA, IN SEARCH OF ETHICS (2001)

MCLEAN AND ELKIND, THE SMARTEST GUYS IN THE ROOM: THE AMAZING RISE AND SCANDALOUS FALL OF ENRON (2004)

“Moral Duty, Rights, and Justice” in DEGEORGE, BUSINESS ETHICS (6<sup>th</sup> ed. 2006)

TOFFLER, MANAGERS TALK ETHICS: MAKING TOUGH CHOICES IN A COMPETITIVE BUSINESS WORLD

“Utility and Utilitarianism” in DEGEORGE, BUSINESS ETHICS (6<sup>th</sup> ed. 2006)

“Virtue, Moral Responsibility, and Moral Reasoning” in DEGEORGE, BUSINESS ETHICS (6<sup>th</sup> ed. 2006)

WEIDMAN, TWALE & STEIN, SOCIALIZATION OF GRADUATE AND PROFESSIONAL STUDENTS IN HIGHER EDUCATION (2001)

“Whistle Blowing” in DEGEORGE, BUSINESS ETHICS (6<sup>th</sup> ed. 2006)

## **Articles**

“Business schools stand accused of being responsible for much that is wrong with corporate management today.” (2005, February 19). *The Economist*.

Friedman, “The Social Responsibility of Business Is to Increase Its Profits,” *New York Times Magazine* (September 13, 1970)

## **Media**

Stanley Kramer/MGM/UA “Judgment at Nuremberg”

Achbar, Abbott & Bakan/Zeitgeistfilms “The Corporation”

Foley/New Line Cinema “Glengarry, GlenRoss”

NewsHour/Jim Lehrer, “Ethics in Corporate America”

“The Smartest Guys in the Room”

## Weblinks:

<http://www.scu.edu/SCU/Centers/Ethics/practicing/decision/whatisethics.html>

<http://www.scu.edu/SCU/Centers/Ethics/practicing/decision/approach.html>

<http://www.scu.edu/SCU/Centers/Ethics/practicing/decision/canethicsbetaught.html>

<http://www.scu.edu/SCU/Centers/Ethics/practicing/decision/framework.html>

<http://www.whistleblowers.org/>

<http://www.whistleblowers.org/overview.htm>

<http://www.whistleblower.org/>

[http://ethics.acusd.edu/presentations/Theory/Utilitarianism/index\\_files/frame.html](http://ethics.acusd.edu/presentations/Theory/Utilitarianism/index_files/frame.html)

<http://www.utilitarianism.com/utilitarianism.html>

<http://www.utm.edu/research/iep/b/bentham.htm>

<http://www.utm.edu/research/iep/v/virtue.htm>

<http://www.transparency.org/>

<http://www.icgg.org/corruption.index.html>



<http://www.cipe.org/programs/corruption/>

[http://www.iccwbo.org/home/menu\\_extortion\\_bribery.asp](http://www.iccwbo.org/home/menu_extortion_bribery.asp)

<http://www.usdoj.gov/criminal/fraud/fcpa/dojdocb.htm>

[http://www.unocal.com/ucl\\_code\\_of\\_conduct/legal/fcpa.htm](http://www.unocal.com/ucl_code_of_conduct/legal/fcpa.htm)

<http://www.hrw.org/reports/1999/enron>

<http://www.cnn.com/SPECIALS/2002/enron>

<http://www.elaw4enron.com/>

<http://www.chron.com/content/chronicle/special/01/enron>

<http://search.news.yahoo.com/search/news?p=arthur+andersen>

## **Cases**

Badaracco, "Business Ethics: A View From the Trenches"

Badaracco, "Business Ethics: Four Spheres of Executive Responsibility"

Badaracco, "Personal Values and Professional Responsibilities"

Nanda, "Broken Trust: Role of Professionals in the Enron Debacle"

Nanda, Ashish & Morrell, "Being a Professional"

Trevino, Weaver, Gibson and Toffler, "Managing Ethics and Legal Compliance: What Works and What Hurts"