

International Business Ethics

Section 1

Instructor/Title	John A. Shultz, PhD
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【Course Outline / Description】

Numerous recent ethical lapses in the marketplace have brought misery to many and have tarnished the image of entire sectors of the global economy. Now more than ever, international business managers must demonstrate that they can be both moral and profitable. Global citizens and corporate leaders must show that they can think beyond the confines of a single culture's ideas about right and wrong with respect to the marketplace. With a concentration on Japan and Asia, this course is designed to broaden a student's perspective on business ethics through consideration of real-world issues and problem solving that any international business manager could face. We will also explore the emerging idea of a global ethical code and examine Japan's role in fostering this idea.

Classroom sessions and assignments are designed to challenge a student's initial perspectives. Important case studies, such as those of famous hedge fund managers and Japanese Internet entrepreneurs, will illustrate the realities and complexities of these issues. As ethics requires being able to establish and defend a position, this course is discussion-intensive and, at times, will require the student to playfully defend ideas that she/he may be personally opposed to.

Section 2

【Course Objectives/Goals/Learning Outcomes】

- to gain a thorough understanding of the cultural and legal considerations that define what is right and wrong with respect to international business
- to be able to make practical managerial decisions from an articulate moral position

Section 3

【Class Schedule/Class Environment, Literature and Materials】

1.)-Introduction to the Course

2.)-The Pursuit of Money: Images and Emotions

ASSIGNMENT: family income at 40 (do this first!)

READING: "How Much Money Do You Need..." p. A1-4; "Piketty's 'Capital' summarized.." A26-A27

3.)-Introduction to Ethics and Business Ethics

READING: *A Short Course in I.B.E* p. 54-60.5; *Taking Sides* p. 123-128

4.)-General Overview, Ethical Sources: Holy Texts and Law

READING: *A Short Course in I.B.E.* p. 60.5-66.5; p. 118-122

5.)-The Case of Japan: Co-dependency and Hierarchy

READINGS: *The Japanese Mind: "Amae"* p. 17-21; "*Giri*" p.95-101; and "*Sempai-Kohai*" p. 187-199

-From news readings: *The Herbivore's Dilemma*" p. A5-A8 (back of book)

6.)-The Case of Japan II: The Japanese Work Ethic: *Keiretsu* and *Karōshi*

READINGS:

-“The New Improved Keiretsu” p. A28-A37

-“Jobs for Life: Death by Overwork in Japan” p. A9-A10; “Japan’s First ‘Karoshi’ White Paper” p. A 54-57

ASSIGNMENT: Submit personal creed on this day

7.)-The Case of Japan III: Confucianism and *Kyosei*

READINGS: academic article, “The Confucian Roots of Business *Kyosei*”

8.)-Culture and Business Failure/Debate Preparation

READINGS:

- *The Japanese Mind: “Shuudan-Ishiki”* p. 195-199 and “*Uchi to Soto*” p. 217-222

-From News Articles (back of text): “A New Tech Generation Defies the Odds in Japan” p. A11-A14

-debate preparation

9.)-IN-CLASS DEBATE #1 (Topic, to be selected previously in class)

ASSIGNMENT: Prepare speeches and rebuttals for debate

10.)-Socially Responsible Investing: Introduction, Investing basics

READING: *A Short Course in I.B.E* pp. 89-91

11.)-Portfolio Construction

READING: *Beginners Guide to Asset Allocation* p. A15-A20

12.)-Islamic Finance

READING: academic article, “Islamic Finance Revisited”

13.)-Shareholder Activism

READING: *A Short Course in I.B.E* p.86-88

14.) -**MID-TERM EXAM**

15.) -Bribery and Corruption: Introduction

READING: *The Japanese Mind “Zōtō”* p.233-243; *A Short Course in I.B.E* p. 66.5-70

16.)-Specific Case of Corruption: The Olympus Scandal

READING: “The Story Behind the Olympus Scandal” p. A21-A25

17.)-Corporate Ethical Codes: Internationally Established Codes

READING: *A Short Course in I.B.E* p. 71-79.5; academic article, “Corporate Ethical Codes as Strategic Documents”

18.)-Ethical Code Construction

ASSIGNMENT: Complete handout homework assignment

19.)-Film Preparation Work Day

ASSIGNMENT: Complete your preparations for your work session

20.)-Film Preparation Work Day

ASSIGNMENT: Complete your preparations for your work session

21.)-Film Preparation Work Day

ASSIGNMENT: Complete your preparations for your work session

22.)-Film Preparation Work Day

ASSIGNMENT: Complete your preparations for your work session

23.) -FILM PRESENTATIONS

****attendance mandatory or you will receive a zero for the assignment****

24.) Insider Trading: In class-film “Wall Street”

25.)-Finish “Wall Street”; discussion of film

ASSIGNMENT: writing exercise on film

26.) Insider Trading

READING: “Insider Trading;” “What is Insider Trading?”; “Knowing too Much,” and “Friends Without Benefits” p. A47-A53

27.)-Introduction

READING: *A Short Course in I.B.E* p. 109-117; “Little Brother is Watching You” p. A41-A46
-debate preparation

28.)-IN-CLASS DEBATE #2 (Topic, to be selected)

ASSIGNMENT: Prepare speeches and rebuttals for debate

29.) Suspect Industry Case Study: Tobacco

-In class-film and discussion, “Thank You for Smoking”

30.) Review Session for the Final Examination

ASSIGNMENT: Review and prepare essays for final

【Textbooks/Reading Materials】

*All course reading materials will be provided by the professor or will be available online

Section 4

【Learning Assessments/Grading Rubric】

Mid-term and Final Exam 40%

-two exams worth 20% each

Homework, Quizzes, and Individual Exercises 20%

Group Video Project 20%

Class Preparation and Participation 20%

Breakdown of Participation Scoring:

90-100% Always prepared and contributing valuable comments and questions nearly every class

80-89% Nearly always prepared and generally contributing valuable comments and questions during most classes

70-79% rarely provides unsolicited comments or questions, but is generally prepared and attentive during class

<70 has not demonstrated either preparedness or attentiveness; does not offer valuable comments or questions

Section 5

【Additional Information】

Regular attendance is required for this course. **2.5% will be deducted from the student's final grade for each absence.** Students are required to be prepared by carefully reading the assignments. The instructor reserves the right to employ unannounced quizzes, take-home assignments, or in-class writings to monitor student preparation.