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**Office Hours: by appointment,**

**before class**, Mon. & Wed. 5:30 - 6:00 PM  
**and after class** Mon. & Wed. 8:40 - 9:00 PM  
 (after class office hours often are in the classroom)  
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**Legal, Ethical, and Social Environment**

Fall 2001

BSAD 8010-001 # 00431 **Monday 6:00 - 8:40 PM RH 218**BSAD 8010-002 # 00432 **Wednesday 6:00 - 8:40 PM RH 216****COURSE DESCRIPTION:**

3 credit hours. "Focus upon law and ethics. Business law, legal processes, and regulations will be the subject matter focus. Business ethics will be a recurring focus of analysis. Analysis of the social environment will include public policy. Both subject matter and analysis will be integrated to build the student's critical thinking skills. Prereq.: MBA Foundation courses."

**GRADED EVENTS:**

A course letter grade of "A" is earned with a total course percentage of 90.0% or more; an "A-" is earned with 88.0% or more; a "B+" is earned with 83.0% or more; a "B" is earned with 80.0% or more, a "C+" is earned with 75.0% or more, a "C" is earned with 70.0% or more, etc.

**The instructor does not use the "minus" grades of "B-", "C-", or "D-".**

**50% BOOK REVIEW**

**10%** First Draft Slides and evaluation of another student's slides

**20%** Final Slides

**20%** presentation and Q&A

**50% FINAL EXAMS, Comprehensive**

**30%** Solo Final Exam

**20%** Group Final Exam

**up to 6% Extra Credit**

**TEXTS:**

1. Bagley, Constance E. and Dauchy, Craig E.  
*The Entrepreneur's Guide to Business Law*. USA: West Ed. Pub. Co., 1998.
2. Mnookin, Robert H., Peppet, Scott R., Tulumello, Andrew S.  
*Beyond Winning: Negotiating to Create Value in Deals and Disputes*.  
Cambridge, Massachusetts: Belknap Press of Harvard University Press, 2000.

**BOOK REVIEW:**

The class will form into Study Groups and each Study Group will prepare a Book Review and present that review to the class. The Book Review is worth 50% of the course grade and has three graded components: [1] First Draft Slides and evaluation of another student's slides, together worth 10%; [2] Final Slides worth 20%; and [3] presentation and Q&A worth 20%. At formation, each Study Group shall propose for the instructor's approval a unique book for review. Any book related to the legal, ethical, and social environment of business is appropriate. *The book shall have a copyright date prior to the youngest Study Group member's year of birth* (e.g., if born in 2000, then 1999 or earlier). Study Groups shall form prior to **October 1 or 3**, respectively; the First Draft Slides are due **November 12 or 14**, respectively and will be the date of evaluating another student's slides; and Final Slides and presentations are due **December 3 or 4**, respectively. Some presentations may be made on December 10 or 12, respectively.

The Book Review will be typed and presented using PowerPoint slides. The Book Review has two main parts. Part One contains slides from the Study Group (with at least one slide per member). In Part One the slides will place the book in context. Part Two contains sets of three slides prepared by each of the members individually. In Part Two each member of the Study Group will select a distinct idea from that book and will disagree with that idea fundamentally or will propose a material alteration of that idea.

Part One may contain four slides at most, with each Study Group member preparing at least one slide. Slide A will identify two to four main concepts of the book. These main concepts, ideally, will be distinct from the ideas challenged by the members. Slide B shall place the book in its social context. Slides C and D shall provide additional contextual information.

In Part Two, each Study Group member shall prepare three slides. Slide One shall contain the distinct idea that is fundamentally wrong or needs material alteration. Ideally, Slide One will contain a pithy quote from the book asserting the idea. Slide Two shall contain one moral principle that will guide the student's analysis. Slide Three shall contain the student's argument for fundamental error or need for material alteration.

At the preponderance of the evidence level, the First Draft Slides are expected to be of a quality that is objectively a good faith attempt to reach of the quality of Final Slides. First Draft Slides are due on November 12 or 14, respectively. **Multiple copies of the First Draft Slides** must be submitted as follows: **[1]** each Study Group shall submit, *ideally printed in color*, to the instructor **one integrated full set** of Part One and Part Two slides stapled together, **and [2]** each member shall submit **two copies** of all of the slides authored by that student stapled together. During class on November 12 or 14, respectively, you will evaluate in writing the First Draft Slides prepared by another student. Since one can not evaluate what one literally can not see, black and white slides prevent comments on the use of color.

On November 12 or 14, respectively, you will earn up to 10% of the course grade. You will be graded using the TRUNCATED SCALE below. All members of the Study Group will earn the same grade on up to 5% of the course grade based on the integrated full set of slides. Each Study Group member will earn up to 5% of the course grade based on the quality of that member's written evaluation of another student's Part One and Part Two slides. No student shall evaluate the slides of another member of the Study Group. The written evaluation shall be written on the slides. The evaluated student will have an opportunity to review these comments on November 12 or 14, respectively, prior to the submission to the instructor. (Therefore, it would be wise to bring a copy of your slides for your own use.)

On December 3 or 5, respectively, the Final Slides are due. *These need not be printed in color since the presentation will provide color.* Each Study Group member will earn the same grade on the integrated full set of Final Slides for Part One and Part Two, which is worth up to 20% of the course grade. The other 20% of the course grade is earned on each member's individual presentation and participation during the Q&A, graded using the TRUNCATED SCALE below. Study Groups will have a total number of presentation and Q&A minutes equal to 2 minutes per slide. The Study Group shall allocate that total time as it sees fit. One sure way to earn a 50% on your presentation is to talk too long and thus cut short another member's presentation. The Study Group will present its Book Report to the class using the PowerPoint software.

### EXAMS:

There are two comprehensive finals, one solo and one group. The Comprehensive Final Exams are at the Regent's scheduled final exam time **December 17 & 19, respectively** and are worth 50% of the course grade. The Solo Comprehensive Final is worth 30% and the Group Comprehensive Final is worth 20%. The Solo Final will use a shared set of facts and will be 21 multiple choice questions graded as if there were 20. The Group Final will be similar to, but not necessarily identical to, the Solo Final. Each Study Group will get two attempts at successfully completing the Group Final exam with the instructor identifying the correctly answered questions of the first attempt.

### MAKE-UP WORK:

Make-up work is strongly discouraged. **Make-up work is not feasible for the Group Final Exam.** There are two **prerequisites** for make-up work.

1. 24 hour **prior notice** of your intended absence, *unless for sufficient reason (e.g., death of an immediate family member);*

**AND**

2. timely, **written verification** by an impartial third party *(e.g., from mortician on letterhead).*

**STUDY GROUPS:**

Study Groups will complete the Book Report and the Group Final. Study Groups are responsible for 45% of your course grade.

Study Groups may form on or after September 10 or 12, respectively; however, Study Groups shall form no later than the start of class on **October 1 or 3**, respectively. Study Groups may have 3 or 4 members. No Study Group may contain more than one member who is a non-USA national. Within a class section, the maximum number of Study Groups is 10.

To form a Study Group the members shall prepare a written and signed petition for formation that contains: [1] each member's typed or printed name, [2] each member's year of birth, [3] each member's signature, and [4] the full bibliographic citation for the book to be reviewed. (*Recall publication date requirement in Book Review.*) Upon formation, each new Study Group will be announced in class. If the instructor is required to form involuntary Study Groups on October 1 or 3, then those involuntary Study Groups shall submit a petition for formation by the start of class on October 8 or 10, respectively. If at that late date two or more Study Groups propose the same book for review, then the instructor shall select fairly one group to review the contested book and assign a book the other group(s).

**TRUNCATED SCALE:**

Some assignments can not be accurately graded using the fine toothcomb of 1% increments. For those assignments, the following truncated scale is used.

- 100% best in class
- 90% clearly superior quality
- 80% expected quality
- 60% clearly inferior quality
- 0% non-performance

The mode grade will be an 80%. Typically, there are an equal proportion of grades above and below 80%.

**EXTRA CREDIT:**

A student may earn up to 6% in Extra Credit. Two types of students definitely should pursue Extra Credit: those that desire an "A" and those that have reason to believe they might not earn a "B".

MBA students have non-academic credit graduation requirements, two of which are: attending three Leadership Seminars and authoring a Business Case.

A student may earn 1% Extra Credit by authoring a one page, typed, double spaced, review of ethical issues discussed by the speaker at a Leadership Seminar. There are two seminars each semester. During Fall 2001, the seminars will be held in RH 010, the auditorium, **5:30 PM - 7:00 PM on Tuesday, October 2 and Wednesday, November 6.** (*On Wednesday, November 6 class will start after the Leadership Seminar.*) Extra Credit Leadership Seminar ethics reviews will be graded as either 100% or as 0%, using the probable cause standard of evidence that the review objectively was a good faith attempt to reach an "expected quality" review. The due date for an Extra Credit Leadership Seminar ethics review is the class meeting in the week following the Seminar. Use a header that lists from left to right the student author and the assignment.

MBA students whose initial enrollment is after Spring 2001 must author a Business Case prior to graduation. A detailed description of this task is distributed in BSAD 8060, also in that course a student selects the firm to be analyzed. The Business Case must analyze a discrete business decision from, at a minimum, the perspective of each of the MBA core courses. A student may earn 2% Extra Credit by authoring a three page, typed, double spaced analysis of the legal, ethical, and social environment of that business decision. Extra Credit Business Case Legal Analyses will be graded as either 100% or as 0%, using the probable cause standard of evidence that the review objectively was a good faith attempt to reach an "expected quality" review. The due date for the Extra Credit Business Case Legal Analysis is **November 26 or 28,** respectively. Use a header that lists from left to right the student author and the assignment.

Each student may earn up to 2% Extra Credit by attending the live performance of a UNO Dramatic Arts Department play and writing a Legal Analysis Paper. See the Spring 2001 LESE syllabus for instructions for a LAP.

**TYPING REQUIREMENTS:**

The Book Review shall be submitted and presented using PowerPoint slides. No font size smaller than 18 may be used, except in the footer which shall use font 10. DO NOT USE A COVER SHEET, instead **use a single line footer (e.g., see bottom of this page)** on each page identifying, from left to right: (1) the student author; (2) the assignment; (3) and the page of page number [e.g., *BillyJoe DonBob Baleu; Part One, Wealth of Nations, ends justify the means; slide D of 13*]. Presented slides shall use color fonts. First Draft Slides and Final Slides may be submitted in either color or black and white. All slides shall be printed in the 3-slide handout form. Study Groups shall staple their First Draft Slides together and their Final Slides together. Members shall staple their First Draft Slides together.

You have been changed a \$5 *per credit hour* technology fee for the ENRON Computer Lab in RH 403 and the campus computing rooms in RH 007, EAB 009, and DSC 104 all of which have word processing software and provide computer support for you. *You also have paid for a UNO Lotus Notes email account.* (See, <http://mail.unomaha.edu> where you use your first and last name as your username and your social security number as your password. UNO sends all official notices to this email account.) *CBA will, upon your timely request, give you a print card for use in the ENRON lab and worth \$5. Black and white copies are less than a nickel a page and color copies are a dollar a page.*)

Grammar, punctuation, and spelling do influence your grade. For page limits and other assignment specific typing requirements, see the specific assignment. **EACH FAILURE to comply with the typing requirements (e.g., incorrect footer or not using a staple) will cause an AUTOMATIC LOSS OF 5% from your earned assignment grade.**

**ACADEMIC DISHONESTY:**

Any form of academic dishonesty (e.g., plagiarism) will be grounds for a course grade of "F."

**MONDAY**

<b><u>DATE</u></b>	<b><u>CHAPTERS and EVENTS</u></b>	
Aug 27	introduction, judicial process, constitutional law, economics	
<i>Sep 3</i>	<i>no class LABOR DAY</i>	
Sep 10	MP&T Part One Dynamics	<i>may form Study Groups</i>
Sep 17	B&D Chap 1, 2, & 3	
Sep 24	B&D Chap 10, 11, & 12	
<b>Oct 1</b>	MP&T Part Two Lawyers	must form Study Groups Tues., Oct 2 Leadership Seminar
<b>Oct 8</b>	B&D Chap 6 & 7	ECLSER due
Oct 15	MP&T Part Three Solving	
<i>Oct 22</i>	<i>no class FALL BREAK</i>	
Oct 29	B&D Chap 4, 5, & 9	
Nov 5	MP&T Part Four Ethics & Multiparty	Wed., Oct 7 Leadership Seminar
<b>Nov 12</b>	B&D Chap 13	<b>First Draft</b> Slides & evaluation ECLSER due
Nov 19	B&D Chap 14	
<b>Nov 26</b>	B&D Chap 8 & 15	ECBCLA due
<b>Dec 3</b>	Book Reviews	<b>Final</b> Slides & presentation
<b>Dec 10</b>	as needed, Book Reviews), student evaluations, review whole course	
<b>Dec 17</b>	6:00 - 7:00 review for exams 7:00 - 8:40 <b>Solo and Group Comprehensive Final Exams</b>	

**WEDNESDAY**

<b><u>DATE</u></b>	<b><u>CHAPTERS and EVENTS</u></b>	
Aug 29	introduction, judicial process, constitutional law, economics	
Sep 5	MP&T Part One Dynamics	
Sep 12	B&D Chap 1, 2, & 3	<i>may form Study Groups</i>
<i>Sep 19</i>	<i>no class O'Hara at conference</i>	
Sep 26	B&D Chap 10, 11, & 12	
<b>Oct 3</b>	MP&T Part Two Lawyers	Tues., Oct 2 Leadership Seminar must form Study Groups
<b>Oct 10</b>	B&D Chap 6 & 7	ECLSER due
Oct 17	MP&T Part Three Solving	
Oct 24	B&D Chap 4, 5, & 9	
Oct 31	MP&T Part Four Ethics & Multiparty	
Nov 7	5:30 7:00 Leadership Seminar 7:00 B&D Chap 13	
<b>Nov 14</b>	B&D Chap 14	<b>First Draft</b> Slides & evaluation ECLSER due
<i>Nov 21</i>	<i>no class THANKSGIVING BREAK</i>	
<b>Nov 28</b>	B&D Chap 8 & 15	ECBCLA due
<b>Dec 5</b>	Book Reviews	<b>Final</b> Slides & presentation
<b>Dec 12</b>	as needed, Book Reviews, student evaluations, review whole course	
<b>Dec 19</b>	6:00 - 7:00 review for exams 7:00 - 8:40 <b>Solo and Group Comprehensive Final Exams</b>	