The Business Environment Course

Corey A Ciocchetti, University of Denver

Available at: https://works.bepress.com/corey_ciocchetti/6/
FACULTY
Professor Corey A. Ciocchetti – Department of Business Ethics & Legal Studies

OFFICE
DCB 693 (Daniels College of Business – Sixth Floor)

PHONE
(303) 871-2391 → Office / (303) 522-7110 → Home / (303) 871-4987 → Fax

E-MAIL
cciocche@du.edu

The Department of Business Ethics and Legal Studies at the University of Denver (http://www.daniels.du.edu/BusEthics.aspx) offers an undergraduate minor in Legal Studies. Professionally relevant courses such as E-Commerce Law & Ethics, International Law and Business Ethics & Social Responsibility represent the essence of the Legal Studies minor. Please contact me if you find such a course of study appealing.

OFFICE HOURS
Tues. & Thurs. 5:00 – 6:30 pm / also by appointment

COURSE LOGISTICS
Title → BUS 1060 – The Business Environment
Section → SIX / CRN 2290 / Tuesday & Thursday from 10:00 – 11:50 am
Section → SEVEN / CRN 4038 / Tuesday & Thursday from 12:00 – 1:50 pm
Room → DCB ___


   *** Nota Bene: This is an online text. Access details are noted below. ***

2. **TEXTBOOK # 2** – C Ciocchetti, *Real Rabbits: Chasing an Authentic Life*


4. **BLACKBOARD ASSIGNMENTS** – Each class session may be supplemented by a particular set of assignments detailed in the course schedule below. All assignments will be posted on the BUS 1060 course container located on the University’s Blackboard system (http://www.du.edu/blackboard) under the link listed on the syllabus.
5. **DISCUSSION GROUPS AND RESOURCES** – Periodically, I may post discussion forums and additional topic-specific resources on Blackboard to enhance student understanding of the materials.

Students are required to purchase two textbooks (Ciocchetti, *Real Rabbits* & Ciocchetti, *The Business Environment CoursePack*) from the University of Denver bookstore for BUS 1060. Instead of purchasing our primary textbook from the bookstore, all BUS 1060 students will have their student accounts automatically charged $50.00 for an electronic version. Please follow these steps to access the textbook online:

1. Go to Blackboard ([http://www.du.edu/blackboard](http://www.du.edu/blackboard)) and click “Login to Blackboard 6” link and enter your student identification number and password to enter the system;
2. Locate the “My Courses” section and click the BUS 1060 Course Container;
3. Locate the toolbar on the left-side of the BUS 1060 homepage and click the “Cross & Miller Text” link. This will allow you to access the electronic textbook;
4. If you have any issues accessing the textbook please contact our Thompson representative via email at danielle.walsh@thomsonlearning.com.

The Business Environment is a cornerstone undergraduate course delivering a comprehensive introduction to major topics, theories and issues relevant to the legal and ethical elements of the 21st century business environment. This course also focuses on legal and ethical reasoning and strives to enhance each student’s ability to integrate these perspectives into appropriate business decisions. Beyond these overarching goals, the Business Environment will encourage students to:

- Acquire the basic analytical tools necessary to engage in legal and ethical analyses of business problems and decisions;
- Apply basic legal and ethical concepts to today’s business environment;
- Appreciate the distinction between an ethical and a legal judgment and deduce useful methods of integrating such perspectives into everyday business decisions;
- Attain a knowledge base that will prove invaluable in each individual’s course of study, professional career and personal endeavors.

The course will include elements of lecture, interactive student to student and student to professor discussion as well as several student debates and one student negotiation. Class sessions will emphasize topic introductions, theoretical foundations and case and current issue analysis. Besides taking two examinations – the final being non-comprehensive – students will also be required to a series of quizzes, draft issue papers, engage in three written and verbal issue debates and actively participate in class discussions. Students have two class periods to contest or verify any grade from the date upon which such grade is posted. No exceptions will be made. Students have two class periods to contest or verify any grade from the date upon which such grade is posted. No exceptions will be made. Throughout the quarter, a series of speakers may be invited to discuss legal and ethical issues arising in their professional environments. Students are encouraged to engage these speakers both during and after each presentation.

If interest exists, review sessions may be held prior to all quizzes and examinations. Specific dates for these reviews will be determined by the class members and each review
session is voluntary. It is also beneficial to discuss what I consider to be high quality examination answers and, accordingly, we may dedicate time for a brief answer-review period subsequent to each quiz and examination.

### Grading Scale

<table>
<thead>
<tr>
<th>Percentage Rank</th>
<th>Letter Grade</th>
<th>Grade Point</th>
</tr>
</thead>
<tbody>
<tr>
<td>93.0 - 100%</td>
<td>A</td>
<td>4.0</td>
</tr>
<tr>
<td>90.0 – 92.9%</td>
<td>A-</td>
<td>3.7</td>
</tr>
<tr>
<td>87.0 – 89.9%</td>
<td>B+</td>
<td>3.3</td>
</tr>
<tr>
<td>83.0 – 86.9%</td>
<td>B</td>
<td>3.0</td>
</tr>
<tr>
<td>80.0 – 82.9%</td>
<td>B-</td>
<td>2.7</td>
</tr>
<tr>
<td>77.0 – 79.9%</td>
<td>C+</td>
<td>2.3</td>
</tr>
<tr>
<td>73.0 – 76.9%</td>
<td>C</td>
<td>2.0</td>
</tr>
<tr>
<td>70.0 – 72.9%</td>
<td>C-</td>
<td>1.7</td>
</tr>
<tr>
<td>67.0 – 69.9%</td>
<td>D+</td>
<td>1.3</td>
</tr>
<tr>
<td>63.0 – 66.9%</td>
<td>D</td>
<td>1.0</td>
</tr>
<tr>
<td>60.0 – 62.9%</td>
<td>D-</td>
<td>0.7</td>
</tr>
<tr>
<td>0.0 – 59.9%</td>
<td>F</td>
<td>0.0</td>
</tr>
</tbody>
</table>

Grades will be based on the following distribution and weighting:

<table>
<thead>
<tr>
<th>Endeavor</th>
<th>Date</th>
<th>Weight</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Examinations</td>
<td></td>
<td>40%</td>
</tr>
<tr>
<td>Examination # 1</td>
<td>Oct. 16 → 10:00-11:00 am / 12:00-1:00 pm</td>
<td>(20% per exam)</td>
</tr>
<tr>
<td>Examination # 2</td>
<td>Nov. 20 → 9:00-10:00 am / 11:00-12:00 pm</td>
<td></td>
</tr>
<tr>
<td>2. Quizzes</td>
<td></td>
<td>25%</td>
</tr>
<tr>
<td>Quiz # 1</td>
<td>Ethics → Sept. 20</td>
<td></td>
</tr>
<tr>
<td>Quiz # 2</td>
<td>Contract Formation → Oct. 9</td>
<td></td>
</tr>
<tr>
<td>Quiz # 3</td>
<td>Torts → Oct. 23</td>
<td></td>
</tr>
<tr>
<td>Quiz # 4</td>
<td>Employment Law → Nov. 1</td>
<td></td>
</tr>
<tr>
<td>Quiz # 5</td>
<td>Intellectual Property → Nov. 6</td>
<td></td>
</tr>
<tr>
<td>3. Issue Debates</td>
<td></td>
<td>20%</td>
</tr>
<tr>
<td>Debate # 1</td>
<td>Ethics → Sept. 20</td>
<td></td>
</tr>
<tr>
<td>Debate # 2</td>
<td>Constitutional Law → Oct. 11</td>
<td></td>
</tr>
<tr>
<td>Debate # 3</td>
<td>Employment Law → Oct. 30</td>
<td></td>
</tr>
<tr>
<td>4. Issue Paper</td>
<td></td>
<td>5%</td>
</tr>
<tr>
<td>Paper # 1</td>
<td>Ethics and Business → Nov. 15</td>
<td></td>
</tr>
<tr>
<td>5. Participation &amp; Resume</td>
<td></td>
<td>10%</td>
</tr>
</tbody>
</table>

Course evaluations may be distributed throughout the quarter. These brief surveys will gauge your feelings about the course pace / structure, usefulness of materials and your overall satisfaction level. Because this is a course designed to be flexible, I will readily utilize your feedback to enhance the class format, materials and dynamics if necessary.

### Meet with Professor C!

Students enrolled in each of my courses are required to meet with me at least once over the
course of the quarter. These meetings are designed to allow students one-on-one time with
their professor to discuss the course, their resume/cover letter format, their major and/or
their future! These meetings are fifteen-minutes long and must be scheduled in advance on
the “Professor C’s Meeting” sheet. Students failing to attend this meeting by the end of the
eighth week of the quarter will receive an automatic 10% deduction from their final
participation grade.

PARTICIPATION

Please see the document entitled PARTICIPATION (CoursePack page 15) for a detailed
explanation of the participation system for this course.

The Daniels College of Business (the “College”) operates as a learning community
whereby true success and achievement demand academic integrity. The College’s
community values and standards take written form through the Code of Academic Integrity
(located at http://www.daniels.du.edu/enet/code.cfm). Please read the entire Code of
Academic Integrity before attending your first lecture this quarter and pay special attention
to the academic standards reproduced below.

Section II – Fundamental Purpose of the Code

The Academic Integrity of the Daniels College of Business is violated when any member of the community
appropriates the work of another as his/her own without attribution. Whether in
testing, research, case studies, written reports or other academic assignments,
using that which is the product of another’s intellectual effort and representing it
as one’s own is a violation intolerable to the integrity of the community of the
College. The academic integrity of the College is also violated when any member
of the community takes unfair advantage of his/her colleagues or gives assistance
to such conduct whether in testing or in the development of other academic
assignments. Such violations which come to the attention of any member of the
community require "constructive action" . . . and failure to take such action is
itself a violation of the academic integrity of the College. * * *

In addition to the College, the University’s of Denver’s Office of Citizenship and
Community Standards developed an Honor Code (http://www.du.edu/honorcode). All
University of Denver students also are required to abide by the standards of academic
integrity detailed in the University Honor Code.
# COURSE SCHEDULE: ETHICAL EMPHASIS

## INTRODUCTION TO BUSINESS ETHICS

### CLASS I  
**SEPTEMBER 11, 2007**

1. **COURSE INTRODUCTION**  
   - **BLACKBOARD**  
   - **READ SYLLABUS**
2. **THE ETHICAL ENVIRONMENT**  
   - **IN CLASS**  
   - **SURVEY ONE**
3. **AUTHENTIC SUCCESS**  
   - **CIOCCHETTI**  
   - **PREFACE & INTRODUCTION**

## TELEOLOGICAL AND DEONTOLOGICAL THEORIES

### CLASS II  
**SEPTEMBER 13, 2007**

1. **TELEOLOGICAL THEORIES**  
   - **BLACKBOARD**  
   - **ASSIGNMENT # 1**
2. **DEONTOLOGICAL THEORIES**  
   - **BLACKBOARD**  
   - **ASSIGNMENT # 1**
3. **EXCELLENT DECISIONS**  
   - **CIOCCHETTI**  
   - **CHAPTER 12**

## VIRTUE ETHICS AND ALTERNATIVE ETHICAL THEORIES

### CLASS III  
**SEPTEMBER 18, 2007**

1. **ARISTOTLE**  
   - **IN-CLASS**  
   - **LECTURE**
2. **VIRTUE ETHICS**  
   - **BLACKBOARD**  
   - **ASSIGNMENT # 1**
3. **ALTERNATIVE ETHICAL THEORIES**  
   - **BLACKBOARD**  
   - **ASSIGNMENT # 2**
4. **CHARACTER & THE GOLDEN RULE**  
   - **CIOCCHETTI**  
   - **CHAPTER 3**

## ETHICS AND TODAY’S BUSINESS ENVIRONMENT

### CLASS IV  
**SEPTEMBER 20, 2007**

1. **QUIZ ONE – ETHICS & REVIEW**  
   - **IN-CLASS**  
   - **COMPUTER REQUIRED**
2. **ISSUE DEBATE ONE – ETHICS**  
   - **BLACKBOARD**  
   - **DEBATE MATERIALS**
COURSE SCHEDULE:
LEGAL EMPHASIS

THE COURT SYSTEM IN AMERICA AND
CONSTITUTIONAL LAW

CLASS V
SEPTEMBER 25, 2007

1. THE LEGAL ENVIRONMENT CROSS & MILLER CHAPTER 1 (SKIM)
2. AMERICA’S COURT SYSTEM CROSS & MILLER CHAPTER 2
3. LEARNING TO THINK CIOCCHETTI CHAPTER 7

CLASS VI
SEPTEMBER 27, 2007

1. CON. LAW – INTRODUCTION CROSS & MILLER CHAPTER 5
2. CONSTITUTIONAL POWERS IN-CLASS LECTURE

CLASS VII
OCTOBER 2, 2007

1. THE BILL OF RIGHTS & BUSINESS CROSS & MILLER CHAPTER 5
2. PROFESSIONALISM CIOCCHETTI CHAPTER 6

CONTRACTS AND COMMERCIAL LAW

CLASS VIII
OCTOBER 4, 2007

1. CONTRACTS – INTRODUCTION IN-CLASS LECTURE
2. CONTRACT FORMATION CROSS & MILLER CHAPTER 9

CLASS IX
OCTOBER 9, 2007

1. QUIZ TWO – CONTRACT FORMATION IN-CLASS COMPUTER REQUIRED
2. PERFORMANCE & BREACH CROSS & MILLER CHAPTER 10
3. REMEDIES IN-CLASS LECTURE
4. CONSISTENT PERSISTENCE CIOCCHETTI CHAPTER 8
### CLASS X
**OCTOBER 11, 2007**

1. **ISSUE DEBATE TWO – CON. LAW**  
   IN-CLASS  
   DEBATE MATERIALS
2. **THE SALE & LEASE OF GOODS**  
   CROSS & MILLER  
   CHAPTER 11 (SKIM)
3. **UNIFORM COMMERCIAL CODE**  
   IN-CLASS  
   LECTURE

---

### EXAMINATION ONE

**CLASS XI – SECTION VI ➔ 10:00 -11:00 / SECTION VII ➔ 12:00 – 1:00**  
**COMPUTER REQUIRED / OCTOBER 16, 2007 / IN OUR CLASSROOM**

---

### TORTS

**CLASS XII**  
**OCTOBER 18, 2007**

1. **TORTS – FORM AND FUNCTION**  
   CROSS & MILLER  
   CHAPTER 12
2. **PRODUCT & STRICT LIABILITY**  
   CROSS & MILLER  
   CHAPTER 13 (SKIM)

---

### EMPLOYMENT LAW AND AGENCY

**CLASS XIII**  
**OCTOBER 23, 2007**

1. **QUIZ THREE – TORTS & REVIEW**  
   IN-CLASS  
   COMPUTER REQUIRED
2. **EMPLOYMENT RELATIONSHIPS**  
   CROSS & MILLER  
   CHAPTER 20
3. **EMPLOYMENT DISCRIMINATION**  
   CROSS & MILLER  
   CHAPTER 21

---

### CLASS XIV
**OCTOBER 25, 2007**

1. **DISCRIMINATION – CONTINUED**  
   CROSS & MILLER  
   CHAPTER 21
2. **AGENCY – INTRODUCTION**  
   CROSS & MILLER  
   CHAPTER 19 (SKIM)

---

### INTERNATIONAL LAW

**CLASS XV**  
**OCTOBER 30, 2007**

1. **ISSUE DEBATE THREE – EMPLOYMENT LAW**  
   BLACKBOARD  
   DEBATE MATERIALS
2. **INTERNATIONAL LAW – INTRODUCTION**  
   IN-CLASS  
   LECTURE
## INTELLECTUAL PROPERTY AND E-COMMERCE

**CLASS XVI**  
**NOVEMBER 1, 2007**

1. **QUIZ FOUR – EMPLOYMENT LAW**  
   IN-CLASS  
   COMPUTER REQUIRED
2. **IP – INTRODUCTION**  
   CROSS & MILLER  
   CHAPTER 14
3. **E-COMMERCE – INTRODUCTION**  
   IN-CLASS  
   LECTURE

## CRIMINAL LAW

**CLASS XVII**  
**NOVEMBER 6, 2007**

1. **QUIZ FIVE – IP & REVIEW**  
   IN-CLASS  
   COMPUTER REQUIRED
2. **CRIMINAL LAW – INTRODUCTION**  
   IN-CLASS  
   ASSIGNMENT # 3

## CORPORATE LAW AND SECURITIES REGULATION

**CLASS XVIII**  
**NOVEMBER 8, 2007**

1. **CORPORATE LAW – INTRODUCTION**  
   IN-CLASS  
   LECTURE
2. **BUS. ORGANIZATIONS & SEC. REG.**  
   CROSS & MILLER  
   CHAPTERS 18 & 28
3. **A RECESSION-PROOFED LIFE**  
   CIOCCHETTI  
   CHAPTER 9

**CLASS XIX**  
**NOVEMBER 13, 2007**

1. **NHL LOCKOUT NEGOTIATION**  
   IN-CLASS  
   GROUP EXERCISE

## IN CONCLUSION

**CLASS XX**  
**NOVEMBER 15, 2007**

1. **ISSUE PAPER # 1**  
   DUE TODAY  
   IN-CLASS
2. **PROFESSOR C’S PHIL. ON LIFE**  
   IN-CLASS  
   LECTURE
3. **HUSTLE, FIGHT, LISTEN & LAUGH**  
   CIOCCHETTI  
   CHAPTERS 15 & 16

## FINAL EXAMINATION – NO EXCEPTIONS FOR ABSENCES

**SECTION VI → 9:00 -10:00 / SECTION VII → 11:00 – 12:00 / COMPUTER REQUIRED**  
**TUESDAY, NOVEMBER 20, 2007 / IN OUR CLASSROOM**
1. **The Ethical Environment, Teleological & Deontological Theories**: To identify the role ethical theories play in today’s business environment. To explain the components of major teleological theories – focusing on utilitarianism; to apply and evaluate teleological approaches to business issues identifying strengths and weaknesses as analytical frameworks. To explain the concepts of duties and rights; to apply and evaluate a deontological analysis to business issues identifying strengths and weaknesses as analytical frameworks.

2. **Virtue Ethics**: To recognize and explain the concept of virtue ethics, to apply virtue ethics to an examination of a manager's behavior; to distinguish virtue ethics from the major alternative ethical decision frameworks.

3. **Alternative Ethical Theories**: To recognize, distinguish and debate different ethical theories from a business perspective and to compare these alternative ethical frameworks to teleological and deontological theories.

4. **The Legal Environment**: To explain various theories of law; to apply those theories to current business issues; to explain and contrast the various modes of legal reasoning; to distinguish the features of traditional litigation from the features of alternative dispute resolution.

5. **America’s Court System & Constitutional Law**: To recognize the main features of America’s court system and to explain important features of a legal case. To understand constitutional powers and their origins and to explain how the commerce clause expands and limits the regulatory power of governments; to apply the ingredients of the commerce clause in determining the constitutionality of a federal or state law. To explain legal tests protecting the freedom of expression; to recognize the protection given commercial speech; to explain how the First Amendment both protects and limits corporate political speech; to explain and apply concepts, including the ethical foundations, of due process and equal protection.

6. **Contracts & Sales and Leases of Goods**: To explain the ethical foundation for the various elements of contract law; to explain the major elements of contracts; to explain various remedies available for breach of contract actions. To recognize the Uniform Commercial Code and to understand the Code’s most basic provisions and functions.

7. **Torts, Strict Liability, and Product Liability**: To explain and distinguish the concepts of negligence and strict liability; to apply those concepts to specific business practices and harmful products; to explain the legal defenses to a charge of negligence or strict liability; to evaluate strict liability according to leading ethical frameworks.

8. **Employment Law & Agency**: To recognize the breadth of employment law topics; to understand employment relationships; to explain the various components of Title VII of the Civil Rights Act and to explain employer defenses to an employment discrimination lawsuit; to apply ethical decision frameworks to examples of discrimination. To explain the legal concept of agency; to distinguish between an employee and an independent contractor and explain the legal rights and duties of each; to explain the concept of vicarious liability and apply it to instances of potential employer liability.

9. **International Law**: To understand basic legal and ethical issues arising in 21st century international business law.

10. **Intellectual Property & E-Commerce**: To explain the basic concepts of patent law, copyright law, and trade secret law; to apply those concepts to examples of high technology products; to evaluate intellectual property law according to leading ethical frameworks and to place e-commerce in the mix of current intellectual property issues.

11. **Criminal Law**: To recognize and understand the essential elements of criminal law – focusing on business-related crime.

12. **Business Organizations & Securities Regulation**: To recognize and distinguish between the leading organizational forms; to explain the legal duties of directors and rights of shareholders in a corporation. To grasp the basic structure of regulation and the functioning of the relevant American regulatory bodies charged with regulating securities.