

Martin-Luther-University Halle-Wittenberg
Friede-Springer-Endowed Chair of Business Ethics and Management Accounting

Behavioral Business Ethics (PhD course at ERL)

Winter term 2019/20

SYLLABUS

Instructor

Prof. Dr. Philipp Schreck

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Time and Location

Location: Martin-Luther-University Halle-Wittenberg (Große Steinstr. 73)

Time: Tuesdays, 12.30-16:00 (dates see below)

Credits

- 5 (for WCGE students)
- 6 (for HHL students)

Objectives of the Course

The behavioral sciences have reached the field of business ethics. In contrast to the normative question of how individuals *should* decide and behave in business contexts, research in behavioral business ethics is mainly interested in why and how people *actually* take ethical decisions. Specifically, it often aims at understanding personal and situational factors that may cause a gap between an actor's willingness to behave ethically, and his or her actual behavior. To pursue its research objectives, behavioral ethics draws on behavioral psychology, experimental economics, cognitive science and related fields.

The purpose of this course is to introduce students to important questions, methodologies, and research results of behavioral business ethics. Based on both classic readings and topical research papers, we will discuss various approaches and findings, and explore their implications for a modern understanding of business ethics. The list of topics we cover is by no means exhaustive, but I hope it gives you a valuable impression of what behavioral business ethics is about.

Structure of the Course

The course will consist of twelve units spread over six days (Jan 18 is a backup date). In these units, we will cover a broad range of research articles that contribute to the diverse field of behavioral business ethics. The course will be taught as a lecture together with other postgraduate students from MLU.

Tentative time schedule:

Unit	Topic	Date
1	An Introduction to the Field of Behavioral Business Ethics	Oct. 15, 2019
2	An Introduction to the Experimental Method	
3	The Economic Approach to Human Behavior	Oct. 22, 2019
4	The Prisoner's Dilemma and the Problem of Cooperation	
5	Dispositions as a Form of Individual Self-commitment	Nov. 12, 2019
6	Institutions as a Form of Collective Self-commitment	
7	Models of Ethical Decision Making I: Rest, Haidt	Nov. 26, 2019
8	Models of Ethical Decision Making I: Greene	
9	Moral Disengagement	Dec. 10, 2010
10	Obedience to Authority	
11	Heuristics and Biases	Jan. 14, 2020
12	Implications & Reflections	
	BACKUP	Jan. 28, 2020

Grading

To earn credits, you can either participate in the exam (one hour) or write a seminar paper (details tbd).

Registration

Until September 01, 2019 via erl@ethicsinbusiness.org (registering after this date might be possible upon request)