

## Winter Term 2012/13

ABWL, Corporate Development and Business Ethics (Prof. Irlenbusch)

### Advanced Seminar: Corporate Development and Business Ethics

#### “Deceptive Behavior in Business and Organizations”

##### Preliminary Timetable:

- until **June 21<sup>st</sup>, 2012**: Registration (central allocation)
- until **July 2<sup>nd</sup>, 2012**: Central placement to seminars (central allocation)
- until **August 10<sup>th</sup>, 2012**: Submission of list of three topic-preferences
- until **August 24<sup>th</sup>, 2012**: Assignment of topics
- until **September 29<sup>th</sup>, 2012**: Deadline for extended outline (submission to the respective supervisor; for details see below)
- presumably **October 10<sup>th</sup>, 2012**: Introductory meeting, 5:30-7 p.m. at Patrizia Tower, Venloer Str. 151-153, Room 818
- presumably **November 23<sup>rd</sup> to 24<sup>th</sup>, 2012**: Block-Seminar, 9-18 p.m., presentations of essays at “Grüner Würfel S2” (23<sup>rd</sup>) and Patrizia Tower, Venloer Str. 151-153, Room 817 (24<sup>th</sup>)
- until **January 18<sup>th</sup>, 2012**: Deadline for essay (submission to [julian.conrads@uni-koeln.de](mailto:julian.conrads@uni-koeln.de) and one hard-copy to the office)

##### General Information

The registration for the seminar is done via the „Zentrale Vergabe“. For further information please see (<http://www.wiso.uni-koeln.de/marketing/zentralevergabe/>). The number of participants is limited to 30. There are 18 topics that can be chosen from. When assigning the topics we will try to consider all preferences. **Please send a list with three topic preferences until August 10<sup>th</sup> via mail to [julian.conrads@uni-koeln.de](mailto:julian.conrads@uni-koeln.de).** The seminar is a block-seminar where students read and discuss scientific papers and write individual essays. The seminar starts with the submission of an extended outline (one page) until September 29<sup>th</sup> in which participants shortly sketch their topics and argue how they will handle their topic given the structure that we will provide. Presumably on October 10<sup>th</sup> an introductory meeting at Patrizia Tower will be held to give students a short overview on the seminar and its topics. Attendance at this meeting is obligatory. After feedback about the outline has been provided by the research assistants, individual presentations are prepared (max. 12 slides). The general

structure of the presentations, which will serve as a guideline for your essay, will be provided. The seminar will be resumed with a block-meeting from November 23<sup>rd</sup> to 24<sup>th</sup> at Patrizia Tower. During these days each participant will give a presentation. Attendance during these days is obligatory. The presentations have to be handed in on November 22<sup>nd</sup> at 6 p.m. to [julian.conrads@uni-koeln.de](mailto:julian.conrads@uni-koeln.de). After the block-seminar individual essays (10-12 pages) are to be written.

During the whole period it is possible for participants to get into contact with the chair during the announced office hours of the chair (see <http://www.codebe.uni-koeln.de> for details).

The seminar will be held in English.

Advice for the preparation of the extended outline: It is recommendable to meet with the assistants after the assignments of topics to discuss the arrangement of the topic. The recommended literature only represents an introduction to the topic. For each topic participants are requested to look for more literature. The extended outline should serve as a guideline for the preparation of the essay.

Contact person:

Julian Conrads ([julian.conrads@uni-koeln.de](mailto:julian.conrads@uni-koeln.de))

All information including dates and times might be subject to changes.

Last update: May 9<sup>th</sup>, 2012

## **Advanced Seminar: Corporate Development and Business Ethics** **“Deceptive Behavior in Business and Organizations”**

The seminar will deal with lying and deception and their influencing factors. The seminar includes the following topics (see also topic-list below): At first, lying will be defined and different types of lies shall be categorized. Secondly, lying shall be generally evaluated out of the relevant philosophical approaches (Utilitarianism, Deontology, and Virtue Ethics). After this different motives for lying shall be discussed. Then, individual features of a liar shall be elaborated, e.g., gender, age or cultural background. Fifthly, situational factors that affect lying will be discussed. Finally, the economic, psychological and the perspective of neuroscience on lying shall be dealt with. The literature listed below does not cover all aspects of the topics and serves only as a rough introduction on lying and deception as well as on basic philosophical approaches. In your presentation and essay you are asked to go beyond the papers and focus on issues related to the topic in a broader sense. In any case we advise you to contact the research assistant responsible for the topic before writing the extended outline. The idea of the outline is to sketch your topic and to argue how you will handle your topic given the provided structure.

### **General issues that should be addressed in every presentation/essay:**

- Illustration of the relevance of the topic (if possible with a practical example).
- Empirical evidence: General findings on the existence of lying and deception with respect to the topic. Empirical and/or experimental studies should be described in detail.

*Especially in your essays the following points should be discussed:*

- Why to reduce lying / Ethical reasons to reduce lying? Application of different philosophical approaches to evaluate lying from an ethical perspective.
- How to reduce lying and deception in an organizational context (propose reducing strategies).
- Summary and conclusion.

### **Topics:**

Each student **chooses and elaborates one of the eighteen** following topics (send us your three preferences from this list):

Overview:

1. What are possible classifications and definitions of lying?
2. What are the different perspectives on lying (economic, legal, political, and psychological)?

Philosophical evaluation of lying:

3. How does utilitarianism evaluate lying?
4. How does the deontological approach (Kant) assess lying?
5. How is lying evaluated out of the virtue ethics (Aristotle) perspective?

Motives:

6. Lying for gainful rewards?
7. Lying to avoid or to protect something?
8. Lying to convey a specific impression?

Individual features:

9. How is lying influenced by age and gender?
10. How is lying affected by specific character traits?
11. Which roles do feelings, emotions and cognition play for lying?

12. Does culture and religiosity influence lying?
13. How do organizational compensation schemes affect lying?
14. Which roles do education and social norms play for lying?
15. Are products possibly manipulated through lying?
16. How does lying affect the economy?

Further aspects:

17. What are possible psychological aspects of lying?
18. What can neuroscience tell us about lying?

### **Introductory Literature:**

Bok, Sissela (1999). Lying - Moral Choice in Public and Private Life. Vintage Books.

Hinman, Lawrence (2008): The Ethics of Consequences: Utilitarianism. Chapter 5 in: Ethics – A Pluralistic Approach to Moral Theory.

Hinman, Lawrence (2008): The Ethics of Duty: Immanuel Kant. Chapter 6 in: Ethics – A Pluralistic Approach to Moral Theory.

Hinman, Lawrence (2008): The Ethics of Character: Aristotle and Our Contemporaries. Chapter 9 in: Ethics – A Pluralistic Approach to Moral Theory.