

Today's Agenda

1. Homework debrief.
2. Finishing Team Discussion (Week 3)
3. Finishing Kidder (Week 3)
4. Confucian Ethics and Indian Ethics
5. *Enron: The smartest guys in the room* (1:46)
handout: questions to ponder
6. HW for Noa: handout: Domains of Life & Related Values

Confucian Ethics

Kongfuzi or Confucius (550–479 B.C.) has influenced over 2000 years of thought in China and beyond.

Master Kong developed the three principles of *Li*, *Ren*, and *Junzi*.

Li: the ideal standards of conduct: religious, moral, and social.

Ren: the virtues of goodness and benevolence; a recognition of value and concern for others. (*Jen* in Giles-Wade.)

The Silver Rule:

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The Silver Rule:

“Don’t do unto others what you would not like them to do to you.”

Li provides a structure for social interaction

Ren makes it a moral system.

Junzi

Junzi (or *Chun-Tzu*, ruler's son, in Giles-Wade):

**the true or virtuous gentleman or person
he who lives by the highest ethical standards,
and displays the five virtues:**

- 1. self-respect**
- 2. generosity**
- 3. sincerity**
- 4. persistence**
- 5. benevolence**

Junzi**Relationships:**

as a son	loyal
as a father	just and kind
as a husband	righteous and just
as an official	loyal and faithful
as a friend	faithful and tactful

Note: Confucius held that we are inherently good creatures.

Against Christianity: ?

Junzi

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Against Christianity: ? Original sin.

see <http://www-chaos.umd.edu/history/ancient2.html> for discussion of his disciples Meng Zi and Xun Zi and the schools of Literati and Legalism and of yin-yang and of Mo Zi.

Homework

Three readings: Steidlmeier (CD), plus handouts on “Big Brother in China”, the Classic Container Corp., and AWB.

Questions for this week:

- 1a. 1a. What is the ethical significance—if any—of cultural differences in business?**
- 1b. Think about this: when in Rome, do as the Romans do. When people behave like barbarians in Rome, the Romans resent it. Is it not the same in business today?**
- 1c. On the other hand, if the standards that prevail in Dallas (or Baghdad) are not the same in Sydney, then what is the point of having them?**
- 1d. Can areas of difference be partitioned so that MNCs can be culturally sensitive yet ethical according to their own corporate lights?**

2 Reflections of the week.