



“Analyst’s Dilemma”

A Harvard Business School Case-Study in Business Ethics

March 17, 2006

Fundacao Getulio Vargas, Sao Paulo, Brazil
Higher School of Economics (HSE), Moscow, Russia
Tertiary School in Business Administration (TSiBA) – Capetown, South Africa
Wharton School of Business – Philadelphia, USA
World Bank Institute - Washington D.C., USA

RUNNING ORDER (Washington Time)

| Start | Durati on | Speaker | Location | Topic |
|----------------------------------|----------------------|---|-----------------|---|
| Introduction | | | | |
| 9:00 | 2' | Welcoming Remarks by all the sites | All the sites | Site checks and introductions: 1) Vargas 2) HSE 3) TSiBA 4) Wharton |
| 9:02 | 5' | Introduction from Prof. William Laufer | Philadelphia | Introduction of the case-study |
| First round of questions | | | | |
| 9:07 | 5' | Students from Wharton | Philadelphia | Respond to questions playing the role of the Analyst |
| 9:12 | 5' | Students from Vargas | Sao Paulo | Respond to questions playing the role of the Lori |
| 9:17 | 5' | Students from HSE | Moscow | Respond to questions playing the role of B&B |
| 9:22 | 5' | Students from TSiBA | Capetown | Respond to questions playing the role of Universal Bank |
| Second round of questions | | | | |
| 9:27 | 5' | Students from Wharton | Philadelphia | Respond to questions playing the role of the Analyst |



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|---------------------------------|----|---|----------------|---|
| 9:32 | 5' | Students from Vargas | Sao Paulo | Respond to questions playing the role of the Lori |
| 9:37 | 5' | Students from HSE | Moscow | Respond to questions playing the role of B&B |
| 9:42 | 5' | Students from TSiBA | Capetown | Respond to questions playing the role of Universal Bank |
| Guest Speakers | | | | |
| 9:47 | 1' | Can Atacik | Washington, DC | Introduction of Suzanne Rich Folsom and Glenn Ware |
| 9:48 | 7' | Glenn Ware, Managing Director of Diligence Inc. and former senior Institutional Integrity officer at the World Bank | Washington, DC | Remarks on ethics and anti-corruption efforts in the development sector |
| 9:55 | 7' | Suzanne Rich Folsom, Counsellor to the President and Director, Department of Institutional Integrity | Washington, DC | Remarks on ethics in the business world |
| Open Discussion, Round I | | | | |
| 10:02 | 5' | Prof. Arruda and students | Sao Paulo | Additional Comments |
| 10:07 | 5' | Prof. Kostantinov/Alex Settles and students | Moscow | Additional Comments |
| 10:12 | 5' | Prof. Leigh Meinert and students | Capetown | Additional Comments |
| 10:17 | 5' | Prof. Laufer and students | Philadelphia | Additional Comments |
| Guest Speaker | | | | |
| 10:22 | 1' | Can Atacik | Washington, DC | Introduction of Ron Meyers |
| 10:23 | 7' | Ronald Meyers, Sector Manager, Public Sector Division, Latin America and the Caribbean | Washington, DC | The Public Sector Perspective |



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| Open Discussion, Round II | | | | |
|----------------------------------|----|--|----------------|--------------------------------|
| 10:30 | 5' | Prof. Arruda and students | Sao Paulo | Final Comments |
| 10:35 | 5' | Prof. Kostantinov/Alex Settles and students | Moscow | Final Comments |
| 10:40 | 5' | Prof. Leigh Meinert and students | Capetown | Final Comments |
| 10:45 | 5' | Prof. Laufer and students | Philadelphia | Final Comments |
| Guest Speaker | | | | |
| 10:50 | 1' | Can Atacik | Washington, DC | Introduction of Moana Erickson |
| 10:51 | 7' | Moana Erickson, Executive Director, Hills Governance Program | Washington, DC | Closing Remarks |
| 10:58 | 1' | Can Atacik | Washington, DC | Closing Remarks |
| 10:59 | | | | End of the session |