

Agenda  
February 10, 2010

# The Oklahoma Business Ethics Consortium

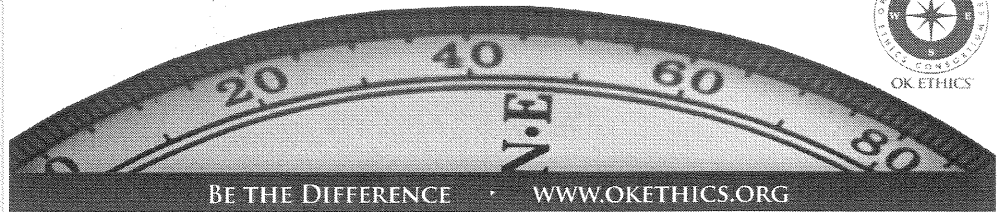
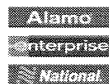


MANY THANKS TO OUR  
NAVIGATOR MEMBERS:



MANY THANKS TO OUR  
STAR MEMBERS:

ENTERPRISE HOLDINGS



## I. WELCOME

*Garyl Geist, President  
President, OK Ethics Board of Directors  
CEO, Valir Health*

Welcome students and faculty!

- University of Central Oklahoma
- University of Oklahoma

## II. KUDOS

Registration Team Leaders:

Greg Byers, Registration Chair – Sinclair Broadcasting  
Mary Kay Huggard, Registration Co-Chair – Principal Technologies

- Mark Loch, Chaparral
- Mark Neumeister, D.R. Payne & Assoc
- Susan Pate, Stinnett & Associates
- Lea Ann Reynolds, Chaparral

Chief Ambassador:

Tere Bettis - Coppermark Bank

Agendas: Linda Manaugh, Metro Technology Centers

Name Tags:

Lisa Giles & Jamie Potter – Eide Bailly

Power Point Presentations:

Connie Storey - Maximum Multi Media Creations

Member Care Coordinator: Deborah Gavula

## III. ANNUAL COMPASS AWARDS – COMING SOON!

Co-Chairs: Edith Steele, Oklahoma Accountancy Board  
Mike Strong, Oklahoma Quality Award Foundation

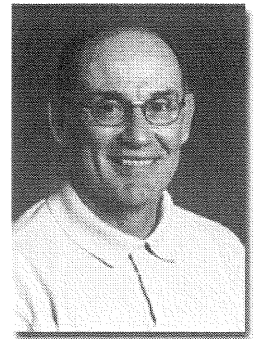
**NOTE CHANGE IN APPLICATION DEADLINE: Friday, March 5**

**Keynote Speaker: Tom McDaniel,  
President, Oklahoma City University  
Executive Honoree: Tom Hill, CEO, Kimray, Inc.**

Register to attend online at [www.okethics.org](http://www.okethics.org)

## IV. TABLE TOP DISCUSSION

**Professor Nim Razook:** Associate Dean for Undergraduate Programs, David Ross Boyd Professor of Legal Studies, and Robert Zinke Chair in Energy Management, Price College of Business, University of Oklahoma JD (Oklahoma)



Professor Razook's teaching interests include the legal environment, ethics and commercial law. During his tenure at OU, Professor Razook has earned numerous teaching awards, including the University Regents', Baldwin, Merrick and General Education Teaching Awards, two MBA Professor of the Year awards, two Howard Hackler MBA Awards, two Hurley Robertson Teaching Awards and several Student Business Association awards. Professor Razook's research interests include the relationship between ethics and common law obedience, tort reform, product liability law, issues of federalism associated with federal tort reform, and the scope of the judicial review of congressional actions under the Commerce Clause. His publications have appeared in numerous law and business-related academic journals. He is the former editor in chief of the *Journal of Legal Studies Education* and current staff editor of the *American Business Law Journal*.

### Hard-Nosed Dealing versus Deception ~ A Case: Pards for Life? (Well, Maybe Not)

Perot and Phillips were partners in a commercial real estate development firm. Their written agreement stated that the partnership was to last for thirty years (although it could be dissolved before that) and was fairly detailed about sharing profits (equally) and other arrangements. Perot was the face of the business in the real estate market where the partnership operated. He purchased or obtained long-term leases on certain properties that the partners would lease or sublease to various commercial enterprises. Phillips was more the business and legal partner. He maintained all accounting records, helped draft relevant legal documents and had other, primarily internal, responsibilities.

When the partnership reached its thirtieth year, both Perot and Phillips claimed complete success. Both had become wealthy from this venture. Phillips, however, had learned enough about the external and negotiations sides of the business to wonder whether he wanted to renew his partnership with Perot. In fact, six months before the partnership was to end, several of the firm's clients approached Phillips, asking whether he was interested in continuing to work with them. At that time, Phillips wondered, "Why not?" He surmised that getting 100% of the revenues is certainly better than getting one-half. He also knew that the partnership agreement said nothing about sharing information, exploiting current clients etc. So, Phillips wonders what to do. Should he take advantage of the opportunities afforded by the firm's clients? **If he does, then is this simply a hard-nosed business decision, or is it deception? Why?**

- **There is a categorical answer to Phillips' question. Do you know what it is?**
- **How do we differentiate between tough, but fair, negotiations and line-crossing deception?**

### Four Cases: One general, Two Fun, and the Last, Well, You Decide...

- I Read About Your Car in the Newspaper.
- We Live on Spider Lane
- Who's Bob Roth?
- The Elderly Mineral Owner and the Landman

### What Matters?

- General Context: From Poker Games to Due Diligence Reports
- Transactional Context: Who Are These People? Do They Know Each Other?
- Personal Context: Respecting Autonomy and Responsibility

**A General Principle and Its Applications (Based on Logic, Stakeholder Analysis, and Ethical Reasoning):** The Transparency Standard: If others get to judge my conduct, then does that conduct meet the reasonable expectations of those foreseeably affected by it?

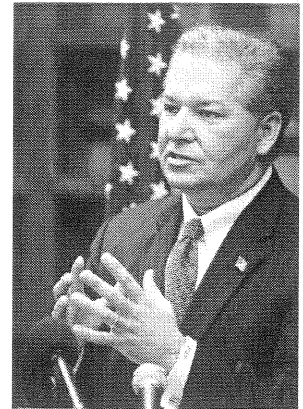
## V. INTRODUCTION OF KEYNOTE SPEAKER

Tony Blasier, Chesapeake Energy  
OK Ethics Foundation Board of Directors

## VI. DAVID PRATER: THE ETHICS OF PROSECUTION

David Prater began his law enforcement career at 19 years of age when he was hired by the Cleveland County Sheriff's Office as a Deputy Sheriff. At the age of 20, Mr. Prater became the youngest cadet ever to graduate from the Norman Police Academy. During his time with the NPD, Mr. Prater was a dedicated and respected Master Police Officer.

In 1988, Mr. Prater left the police department to complete his Law Enforcement Administration and Juris Doctorate Degrees from the University of Oklahoma. From 1993 until 2001, Mr. Prater served Oklahoma County and the state as an Assistant District Attorney under Bob Macy and as an Assistant Attorney General, in the Grand Jury Unit, under Attorney General Drew Edmondson.



Prior to being elected as Oklahoma County District Attorney, Mr. Prater maintained a private law practice in Oklahoma City, with the firm of Huddleston, Pike, Henderson, Cusack & Parker.

Today, David Prater serves as Oklahoma County District Attorney where he desires to see justice served for all people of Oklahoma County.

*General Disclaimer: Members of the Oklahoma Business Ethics Consortium frequently share information concerning various issues and developments that may have legal implications. The discussions, commentary, and handouts at Consortium meetings or presentations to other organizations are for general informational purposes only. They cover only some aspects of the subject topic, and do not constitute a complete legal analysis of the topic or how it might apply to any particular set of facts. Before taking any action based on information presented during a Consortium event, participants are encouraged to consult a qualified attorney. The observations and comments of presenters at Consortium meetings and networking are the views and opinions of the presenter and do not constitute the opinion or policies of the Consortium or any of its members. Presenters are respectfully requested to avoid profanity, preaching, politics and self-promotion during their lectures.*

## JOIN OK ETHICS

- Join today – go to [www.okethics.org](http://www.okethics.org) or call 889-0498
- Do you know someone who has been laid off?

OK Ethics is offering a free Scout membership (value of \$75) to any business professional who has been recently impacted by a reduction-in-force. See the website or call 858-2233 for more details.

**VII. UPCOMING EVENTS**

Shannon Warren, Founder  
Oklahoma Business Ethics Consortium Board of Directors

**OK ETHICS  
5<sup>TH</sup> ANNUAL  
COMPASS AWARDS  
APRIL 20, 2010**

**KEYNOTE SPEAKER:  
TOM MCDANIEL,  
PRESIDENT  
OKLAHOMA CITY  
UNIVERSITY**

Join us in recognizing companies that promote Oklahoma values of integrity at work.

Also, OK Ethics is proud to present our first executive award to our humble friend,  
**Tom Hill, Chairman of the Board, Kimray, Inc. and Founder of the Character First Institute.**



**Reserved tables with signage:  
\$350 to \$600\***

*\*Pricing depends on size and type of organization*

**\$45 per person (Open seating)**

See website for details and to register:  
[www.okethics.org](http://www.okethics.org)

***Is Civility Lost?***

***If the cornerstone of ethical behavior involves respecting others, then it could be that our society in general is slipping a bit. This program will offer some practical solutions for restoring best behavior in our workplace and culture.***

***Recommended for 1 CPE in Ethics***

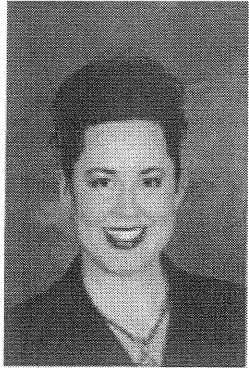
***Sorry Works!***

***March 10 – 11:30 to 1:00***

***Petroleum Club - Downtown OKC***

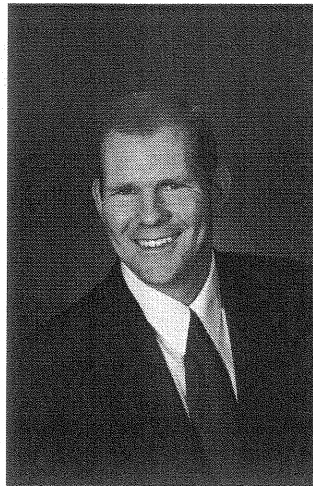


**Bad Manners = Bad Business**



Carey Sue Vega, an award-winning etiquette expert, is a director for the Oklahoma City Metropolitan Chapters of The National League of Junior Cotillions, will discuss the importance of etiquette in demonstrating respect for others.

**Just Say You're Sorry.....**



Lawsuits have been initiated simply because leaders fail to offer an apology – even when it is clearly the right thing to do.

Our keynote speaker will demonstrate how that lack of civility has severely cost business.

**Doug Wojcieszak is a disclosure training consultant** who has had several personal and professional experiences with medical malpractice issues. He lost his oldest brother to medical errors in 1998 and his family successfully sued the hospital and doctors with the case settling in 2000. The hospital attorneys – not the doctors – apologized to Wojcieszak’s family, but only after the case was settled and money exchanged hands, and they never admitted fault for the incident.

Around the same time his brother’s case was concluding, Wojcieszak became the Executive Director of Illinois Lawsuit Abuse Watch (I-LAW), a grass-roots, pro-tort reform group. He was able to place over 200 positive stories about lawsuit abuse and capping lawsuit damages with various media in Illinois. During his time with I-LAW, he studied full-disclosure methods for medical errors as a way to lower malpractice lawsuits and liability costs as well as reduce medical errors.

After leaving I-LAW in 2001, Wojcieszak founded a consulting firm and began successfully promoting apologies for medical errors as the solution to the medical malpractice crisis. He noticed that *Sorry Works!*, while agreeable to many trial lawyers, also attracted the interest and support of many doctors and insurers. That led him to create the *Sorry Works!* Coalition. It has grown quickly to over 3800 members nationwide, with the website receiving over 4 million hits. The group’s efforts have been publicized in the *Chicago Tribune*, *CNBC*, *the Associated Press* as well as *time Magazine*, *National review*, *National Law Journal* and *American Medical Association News*.

**Tulsa Chapter Presents:**

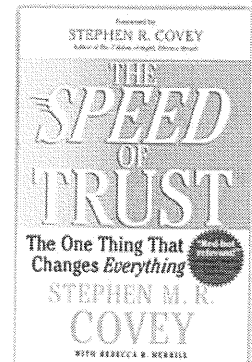


**“Men of Integrity”**

University of Tulsa  
Head Football Coach  
Todd Graham

**“The Speed of Trust”**

Presented by  
William Siems,  
Boeing



**Thursday, February 25**

**Thursday, March 25**

**VIII. OTHER EVENTS RELATED TO INTEGRITY AT WORK**

OK Ethics is honored by our friendship with the **Character First! Institute**.  
They provided wisdom and the basis for our Guiding Principles.

---



**Character First!**  
**Breakfast & Lunch**

Co-Sponsored by:   
**CHARACTER COUNCIL**  
of Central Oklahoma  
Cultivating Good Character

**February 2010 – Tolerance**

Breakfast - Feb. 25, 2010

Lunch – Feb. 25, 2010

Please RSVP by calling 815-0001 or Email for more information: [blb@characterfirst.com](mailto:blb@characterfirst.com)  
Cost is \$8 per person and \$5 for students