Making Ethical Decisions
Are you playing by the book?
All of us are faced by moments when doing what’s right is very different from doing what’s easy or what would be the most profitable.

What’s your game plan?
A police commissioner once said when he turned down the twentieth bribe offer he had received that day,

“Ethics ain’t easy!”
What’s the condition of the playing field?

- **Pressure to perform**
  - From superiors
  - ‘Bottom line’ management

- **Rewards and punishment**
  - Do people get promoted for ethical behaviour?
  - People generally do what is rewarded
  - Less likely to do what is punished

- **Peer pressure**
  - To go with the crowd
  - Group norms
  - Need to be accepted and fear of being ostracized.
Is there one theory or approach which is the best or true view of a moral dilemma?

Are there a variety of theoretical approaches that throw light from different angles on any particular problem?
You’re at a hotel and conference center.

You’ve arrived to your meeting early, and have not have a chance to eat breakfast yet.

On your way to your meeting room, you walk by another meeting and there’s a table full of food and beverages outside the room.

Your meeting has no food.

Would you help yourself?
Your manager congratulates you for a brilliant suggestion and hints at a pay increase.

Your co-worker gave you the idea.

Do you mention this to your manager?

Why or why not?
Often employees don’t know what to do when they see one of their co-workers harassing another employee either mentally, sexually or physically.

Do you report it to your manager? Are you afraid you will lose your job?

What if the manager is the one harassing the co-worker?
 Can trust among co-workers be lost?

 What can be done to regain the trust?

 Is it a matter of damage control or promoting ethical behavior?

 What is a probable outcome if trust in an organization has been destroyed?
How does technology effect ethics in your organization?

Technology enables your organization to have greater oversight over the ethical practices of the employees.

The organization can have the authority to monitor the electronic activity of their staff. By doing do, some ethical violations become readily apparent.

However, this again raises the issue of privacy, and how much of it employees should be entitled to.
One of the largest impacts technology has on business ethics is felt when peer-to-peer file sharing takes place.

Some people suddenly think they can obtain software for free.

Do some struggle with ethics when it comes to the use of software?
Technology has hugely widened the potential for corporate espionage.

For every new type of technology that emerges, such as email or text messaging there the means of intercepting those messages is inevitably.

What about confidential customer information.

What do ethical organizations need to do to take wider measures to ensure employees aren't engaging in this type of activity.

Corporate espionage is only one example of how new standards for ethical business practices need to be in a constant state of development.
“All that is necessary for evil to triumph is for good men and women to do nothing”.

What will you do?

Will you come away the winner because you have played by the book?