**Name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Are You Ethical Quiz?**

**Directions: Answer Yes or No to the ten questions stated below.**

**Use your knowledge and understanding of ethics to choose the correct answer.**

1. If something at a yard sale is far more valuable than the posted price, do you have to tell the seller?

**Yes NO**

1. Is it considered stealing to take pens from a bank? What about extra napkins from a restaurant?

**Yes NO**

1. If charity sends you free address labels and you don’t make a contribution, is it OK to use them?

**Yes NO**

1. Is it unfair to move up to better seats at a sporting event or concert?

**Yes NO**

1. Your boss gave you credit for a project on which a colleague did most of the work.

Should you accept the praise?

**Yes NO**

1. If someone tells you an offensive joke, is it your responsibility to speak up about it?

**Yes NO**

1. Your boss asked you to cover for him on his expense report by saying you were at a meal, when you weren’t. Should you do it?

**Yes NO**

1. Your boss gave you credit for a project on which your colleague did most of the work. Should you accept the praise?

**Yes NO**

1. Are you obliged to lend money to family and/or friends?

**Yes NO**

1. Is it ever OK for a parent to sneak a peak at their child’s email?

**Yes NO**

**Alligator River Story**

"Once upon a time there was a woman named Abigail who was in love with a man named Gregory. Gregory lived on the shore of a river. Abigail lived on the opposite shore of the river. The river that separated the two lovers was teeming with man-eating alligators. Abigail wanted to cross the river to be with Gregory. Unfortunately, the bridge had been washed away by a heavy storm the previous evening. "So she went to ask Sinbad, a riverboat captain, to take her across. He said he would be glad to if she would consent to go to bed with him before he takes her across. She promptly refused and went to a friend named Ivan to explain her plight. Ivan did not want to be involved at all in the situation.

"Abigail felt her only alternative was to accept Sinbad's terms. Sinbad fulfilled his promise to Abigail and delivered her into the arms of Gregory. "When she told Gregory about her amorous escapade in order to cross the river, Gregory cast her aside with disdain. Heartsick and dejected, Abigail turned to Slug with her tail of woe. Slug, feeling compassion for Abigail, sought out Gregory and beat him brutally. Abigail was happy to see Gregory getting his due. As the sun sets on the horizon, we hear Abigail laughing at Gregory."

|  |  |  |
| --- | --- | --- |
| **Rank** | **Name** | **Reasons** |
| **First** |  |  |
| **Second** |  |  |
| **Third** |  |  |
| **Fourth** |  |  |
| **Fifth** |  |  |

Ethics

**Ethics deals with the following aspects:**

* + Morals, Values, Good Behavior
  + Social Responsibility
  + Doing what is right, fair, and just for the greater good

**Ethics are different than your morals.**

* **\_\_\_\_\_\_\_\_\_\_\_\_\_\_** are what you think you should be doing and ethics are what everyone should be doing
* **\_\_\_\_\_\_\_\_\_\_\_** are a set of *unwritten* rules by which society or an industry abides
  + Guidelines for good behavior
  + Whatever the Community Will Bear is often considered ethical
  + Examples: Death Penalty, Assisted Suicide, Marijuana
* **Is there a difference between personal and business ethics?**
  + \_\_\_\_\_\_\_\_\_\_\_\_Ethics: \_\_\_\_\_\_\_\_\_\_ determine what is right and wrong
  + Business Ethics: Your \_\_\_\_\_\_\_\_\_\_\_ determines what is right and wrong. You may or may not agree

**When determining whether or not something is ethical ask yourself the following questions:**

* **Is It \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_?** In other words, will you be violating any criminal laws, civil laws or company policies by engaging in this activity?
* **Is it \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_?** Is it fair to all parties concerned both in the short-term as well as the long-term? Is this a win-win situation for those directly as well as indirectly involved?
* **Is it \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_?** Most of us know the difference between right and wrong, but when push comes to shove, how does this decision make you feel about yourself? Are you proud of yourself for making this decision? Would you like others to know you made the decision you did?

**Since ethical issues are often grey area matters it is difficult to clearly define what is right and what is wrong. The following ten questions are things to consider when determining what the appropriate course of action is.**

* + **Could the decision become \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_?**
  + **Is it Legal?**
  + **Is it \_\_\_\_\_\_\_\_\_\_\_\_\_\_?**
  + **Is it the right thing to do?**
  + **Will this stand the test of \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_?**
  + **If something terrible were to happen, could I defend my actions?**
  + **Is it just, balanced, and fair?**
  + **How will it make me feel about \_\_\_\_\_\_\_\_\_\_\_\_\_\_?**
  + **Does this choice lead to the greatest \_\_\_\_\_\_\_\_\_\_for the greatest \_\_\_\_\_\_\_\_\_\_\_?**
  + **Would I do this in front of my \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_?**

**Steubenville Case**

* + 1. **Do you think the 16 people who were connected to the scene of the crime yet refused to come forward acted ethically? Why or Why Not?**
    2. **Do you think legal action should be taken against those that refused to corporate? Why or Why Not?**
    3. **If you were the principal at Steubenville High School, would you take any action against the football coach?**
    4. **Do you think its ethical for websites like pinniefield.com to be able to bring back deleted content and use it against others?**
    5. **Do you feel the actions of hacktivist groups KnightSec & Anonymous are acting ethically by posting private information online and threatening those that refused to corporate?**

**Ethical Questions**

***Answer the questions below and give one supporting reason as to why you feel the way you do.***

1. **Should beer companies sponsor sporting events? Yes No**
2. **Should cigarette companies sponsor cars in auto racing? Yes No**
3. **Should companies test their products on animals? Yes No**
4. **Should companies use recycled products even if they cost more? Yes No**
5. **Should liquor companies be able to advertise their products on television? Yes No**

**Ethic Notes/Key Points**

* Ethics are the basic principles that govern behavior.
* Ethics are NOT laws because they are not enforced by governmental statutes.
* Ethics go *beyond* the law.
* A high level of ethics will compel you to behave in a truthful way.
* Customer’s evaluate the company’s ethical standards.
* Salespeople should acknowledge that **trust** is the foundation of customer relationships.

**If your business is unethical**

* The business can experience legal issues.
* Customers may become distrustful of the company and stop purchasing its products.
* The company’s profits can decrease.

**Illegal Actions Include:**

* Misrepresenting the truth (bold-faced lie)
* Saying something unfair or untrue about another business or product.
* Participating in bribery.
* Neglecting to provide accurate information to the customers.
* Unfairly competing within the marketplace such as: making price deals, requiring exclusive dealership, tying-in sales (making the purchase of another product mandatory), requiring reciprocity (doing business only with those who buy from you.)

**Unethical Actions Include:**

* While working with customers salespersons must be cautious with:
  + Gift-giving: One of the most widely disputed issues. Bribe versus gift?
  + Entertaining: can be viewed as favoritism or bribery.
  + Answering questions - without really knowing the answers could lead to legal issues of misrepresentation.
  + Communicating product information – some salespeople are tempted to without negative product information OR exaggerate its performance.
* Some salespeople are tempted to “do what it takes” to hurt their competitors.
  + Tampering with or hiding competitor’s products.
  + Belittling competitor’s products or questioning reliability.
* Putting unreasonable pressure on salespeople like setting unrealistic sales quotas, etc.
* Neglecting to pay commission due when a territory is split and distributed among other sales personnel.
* Being a poor role model for ethical behavior.
* Looking the other way when staff members behave unethically.