

The “Ethics Check” Questions

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3. How will it make me feel about myself?

Will it make me proud?

Would I feel good if my decision
were published in the newspaper?

Would I feel good if my family knew about it?

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The Four Classical Virtues

Seebauer and Barry provide a model for the origin of moral action, in which

Emotions and Mind feed into

Will,

Decisions and

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The Four Classical Virtues

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- **Prudence:** Thinking about a moral problem clearly and completely
- **Temperance:** Avoiding either being rash or suppressing our emotions, i.e., moderation

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- **Fortitude:** Not moving blindly away from something we do not like
- **Justice:** Having the will to act in truth on the way things actually are and to act with fairness to all concerned

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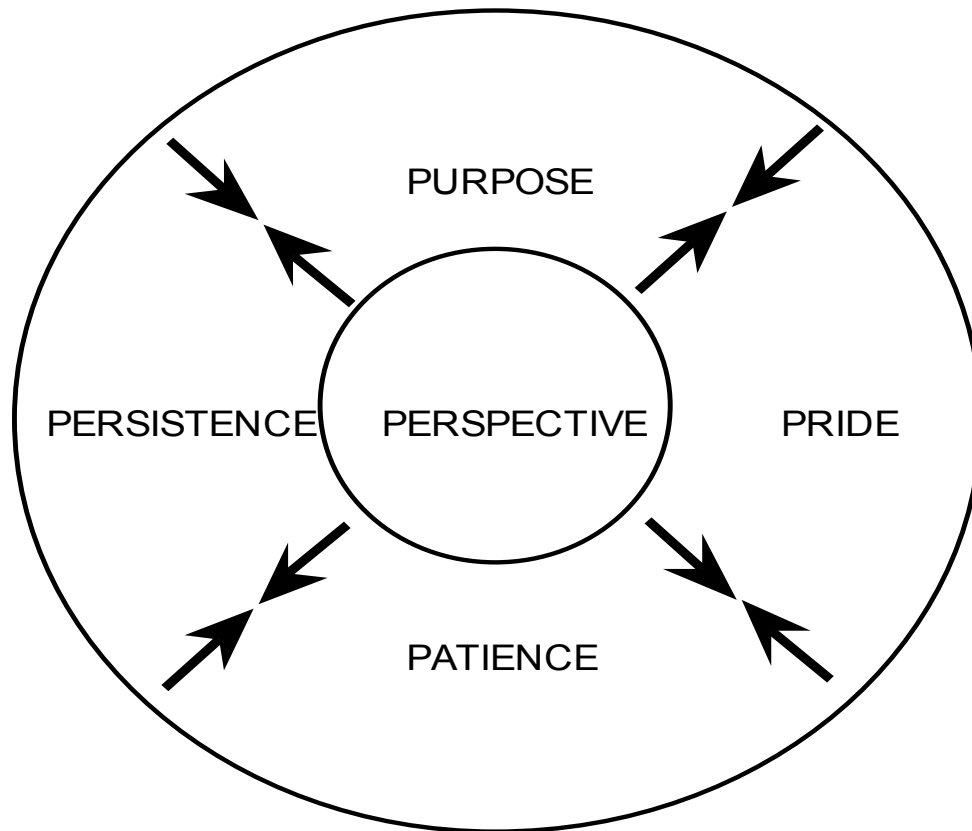
emotions and mind feed into *will, decisions, and actions*.

They also discuss how these components depend on four classical virtues:

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- Seebauer and Barry's Four Component Model
 - **Sensing the presence** of moral issues
(I had not thought about...)
 - **Reasoning** through the moral issues
(the four virtues and the five P's)
 - **Making** a decision
(KT Decision Analysis)
 - **Following through** on the decision
(K.T. PPA and Implementation)

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- **“The greatest battles of life are fought out daily in the silent chambers of the soul.” —David McKay**
 - **The Interrelationships Among the Five P’s**



- **The Five P's**

- **Purpose:** What is the objective for which you are striving?

Are you comfortable with that as your purpose?

Does your purpose hold up when you look at yourself in the mirror?

- **The Five P's**

- **Pride:** Can you take pride in the solution you have developed?

Is there any false pride or self-doubt involved?

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- **The Five P's**
 - **Patience:** Have you taken the time to think through all the ramifications of your solution?

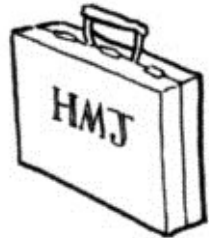
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- **The Five P's**
 - **Persistence:** Are you sticking to your guns and not being dissuaded by other demands?

Have you given up too soon on finding a solution that is fair and balanced to all concerned?

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- **The Five P's**
 - **Perspective:** Have you taken the time to focus inside yourself to be sure everything fits with your ideals and beliefs?

How does the solution fit into the “Big Picture?”

The Holiday Gift



Henry is in a position to influence the selection of suppliers for the large volume of equipment that his firm purchases each year. At Holiday time, he usually receives small tokens from several salespeople, ranging from inexpensive ballpoint pens to a bottle of liquor. This year, however, one salesman sends an expensive briefcase stamped with Henry's initials. This gift is very much out of the ordinary.

Should Henry

1. Keep the case, since it would only cause embarrassment all around if the case were returned?
2. Keep the case, on the grounds that his judgment will not be affected in any way?
3. Return the case?
4. Other? (Please specify.)

4 Virtues

Prudence: Moral Issues

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 - (2) Example for other employees
 - (3) Get supplier in trouble

4 Virtues

Prudence: Moral Issues
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Temperance: Take time to think about it

Fortitude:

4 Virtues

- Prudence:** Moral Issues
(1) Influence judgment
(2) Example for other employees
(3) Get supplier in trouble
- Temperance:** Take time to think about it
- Fortitude:** Returning the case when you don't want to
- Justice:** How to return the case without getting the supplier in trouble

The Five P's

Purpose:

Pride:

Patience:

Persistence:

Perspective:

The Five P's

Purpose: Ask yourself what you would do if you were in Henry's shoes to remain unbiased in selecting the best supplier for a given job.

Pride: Would you feel pride in accepting the case or pride in returning the case.

Patience:

The Five P's

Patience: Set aside a time to think about whether you should accept the case.
Talk to someone whose judgment you trust.

Persistence:

Perspective:

The Five P's

Persistence: Have you pursued all avenues to resolve the issue of either keeping or returning the case?

Perspective:

The Five P's

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Perspective: Even if you feel your judgment will not be affected by accepting the case, how will it appear to other colleagues? Are you setting a good example?

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Option	Total	U.S.	U.S. (by age), %			Non-U.S., %	
		Total	<26	26–50	>50	British/Canadian	Others
1	20.1	19.7	27.7	17.9	15.4	14.6	39.0
2	3.4	3.3	4.9	2.8	3.1	4.9	4.8
3	64.9	65.8	56.9	68.1	67.6	61.0	43.8
4	9.8	9.5	9.0	9.8	12.1	18.3	11.0