

families. You also know that the wages you pay are 8 percent above the median for comparable jobs. There is a general economic downturn in the region, and unemployment is high.

Which statement is most correct?

- A. Having more facts would likely help in the decision-making process.
- B. If the facts were quite different, the decision would probably be different.
- C. Even if no more facts were available, the decision won't be arbitrary.
- D. All of the above*
- E. None of the above

3. Josh thinks it is unfair that a new employee gets the same amount of vacation time as an "old timer". "It's not fair," he says, "for everyone to receive the same amount of benefits when they haven't put in the same amount of work." Megan, on the other hand, thinks it is fair as long as everyone is treated equally. "We all get the same vacation time; we're all treated the same. It's fair."

Which statement is most correct?

- A. Josh and Megan have a disagreement about the facts.
- B. Josh and Megan are using "fair" in different ways.*
- C. Josh and Megan are both being arbitrary.
- D. All of the above
- E. None of the above

4. Which statement is most correct?

- A. Through experience and training, a person can become better at business, but not at ethics.
- B. Experience and training can't help to make a person better at business, but they can help someone become better at ethics.
- C. Experience and training can't help to make a person better at business or ethics.

- D. Through experience and training a person can become better both at business and at ethics.*
5. Which statement is most correct?
- A. To make a profit, somewhere along the line you must be unethical.
 - B. If A makes more profit than B, then A must be more unethical than B.
 - C. Every company wants to make as much profit as possible.
 - D. All of the above.
 - E. None of the above.*
6. Which statement is most correct?
- A. It's ok to cheat in school, because school is competitive and the stakes are high.
 - B. It's ok to cheat in sports, because sports are competitive and the stakes are high.
 - C. It's ok to cheat in business, because business is competitive and the stakes are high.
 - D. All of the above.
 - E. None of the above.*

Answer Key and Comments

1. D. all of the above

First of all, note that this example is of a decision that is strictly a business decision. It doesn't have an ethical component.¹ What we are getting at here is the *similarity* between "pure" business decisions and ethical decisions.

Try asking the class what they would do (i.e. where would they advertise?).

To the extent that they would give *reasons* for going with one paper or

¹ Well, there may always be the person who can *manufacture* an ethical component to the issue: "Perhaps the *Herald* engages in discriminatory hiring practices," etc. But, that's just an interesting fact about the powers of the imagination. There really can be decisions that have no ethical dimension.