**Exercise # 2   
Case # 1**   
You are a new salesperson at a large software manufacturing firm. It is three weeks from the end of the sales quarter and you and your sales manager are sitting pretty—**you have both already met your sales quota for the quarter**. In addition, you just closed another deal with a new customer for $100,000 of software and customer service. **This order would put you way over your sales quota for the current quarter.** Your manager suggests that you hold this new order so it gets recorded against **next quarter**. She explains that because sales during the **next three months tend to slow down**, salespeople frequently miss their quotas and associated sales bonuses for that quarter. Holding this large order to next quarter would help you get an excellent start and almost guarantee that you meet your quota. What would you do?

Topic : Ethics for IT Workers -- Activity Number : 2

Case Code : **\_1\_**

Narrative : \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  
  
  
**Alternative Course of Action # 1:**

Since we’ve already met the sales quota on the current quarter, and the manager explain the reason why to hold the new order, I will follow the manager suggestion. Since manager explain that next 3 months quarter tend to slow down, the new order will help to accomplish the quota on the next quarter.

**Pros:**

* Since it tends to be in the next quarter, you’re not taking the risk, you’re taking an advantage.
* The new order will help the next quarter to achieve the quota.
* You comply on the manager suggestion, y’all can discussed it properly.

**Cons**

No disadvantage, since you comply to the suggestion of your manager that has more experience and knowledge in the situation and know the best for the company.

**Alternative Course of Action # 2**

Pros

Cons

Final Course of Action