

### **Description of the situation**

I am a teacher at a school for vocational education and training in Amsterdam, The Netherlands. As part of new course we make students organize an event for a customer in Spain. This customer however, does not exist in real life. The e-mails and letters the students receive are written by us (the teachers). I know students will be working harder if they believe the customer is real compared to 'just another school project'. As part of the schools pedagogy is that their students should be working hard during school hours this is the preferred situation. Now students have started doubting the existence of the customer and are pressing me to tell if he is real or not. I want to tell them the customer is made up but also want them to be really motivated and to work hard.

### **What are my options**

Option 1: Tell them the customer is fake and we run a show for them. This risks they become unmotivated and stop working hard

Option 2: Lie to them and tell the customer is real. If students find out later on this could mean they lose respect for me as a teacher.

What are the values hidden in the options:

Option 1: I should not lie as a teacher to my students

Option 2: I want my students to be motivated and work hard