**Name:** Bacabis, Mark Melvin E. **Subject:** SPI101

**Section:** SBIT – 3B **Professor:** Ms. Mikee Gonzaga

**Essay:** For each of the questions listed below, please write an essay of not less than 500 words. The essay should be composed of a minimum of three paragraphs that address the stated question based on the class readings and activities.

**What are the advantages and disadvantages of multi-level marketing?**

Multi-level marketing is a procedure that some direct deals companies utilize to empower their existing distributors to select unused merchants by paying the existing wholesalers a percentage of their recruits’ deals.

There are various advantages in multi-level marketing. First it may be a brilliant opportunity for business visionaries. It is simple to begin a multi-level marketing to begin up fetched. One can either maker you possess item and sell it through your multi-level marketing company or take distributorship of a company and gain cash by offering their items and by canvassing others to the commerce. Second, it is an effective strategy, through multi-level marketing one can get to expensive client base with less speculation. Since multi-level works in numerous layers and the wholesalers are free, the company require not pay settled pay rates to the members and they are benefitted through deals commissions. Third, the members in multi-level promoting are free to select their working time.

One can alter the work time concurring to the comfort of both the client and the wholesaler. In brief one can work anyplace and anytime in multi-level trade. It also helps people or the distributors’ communication skills to other people since multi-level marketing used significantly face-to-face promoting is imperative it makes a difference within the improvement of communication abilities of the member. Number of introductions and dealing with a lot of clients helps you grow. In this way, individual advancement could be a side good thing about multi-level marketing. Last thing, multi-level marketing as the title itself proposes comprises of numerous layers of members. The execution of each member is exceptionally vital in making benefit. Members of each layer features a guide within the upper layer and these guides makes a difference and guides the members of the lower layer to form more benefit which is able eventually advantage the mentor.

The multi-level marketing may have numerous advantages but it still has disadvantages in terms of scam, low company income and etc., multi-level marketing commerce is influenced by number of tricks related with this field. Individuals are anxious of such tricks and are hesitant to connect such firms. More than the positives the tricks decreased the esteem of this company or business. The wage through multi-level marketing can be very high or very low sometimes and it can be a disadvantage since you don’t know the world trend or what will happen the next day. Tall competition between multi-level marketing firms makes it more complicated for the members to create benefit. The hesitance of the distributor’s people to join and purchase multi-level marketing items is additionally a challenge for the members. Making a profit and become successful is also hard and you don’t know when will your company gets lucky. It also takes time for the company to create a benefit and to overcome hardship. It may be a time devouring handle to conduct introductions and canvass individuals to connect your firm. This is as well does not ensure that the errand accomplishes its point.

**Choose at least 2 ETHICAL ISSUES AND PROBLEMS IN BUSINESS AND THE CORPORATE WORLD and explain your personal experience/own points on that topic.**

One of the greatest ethical issues influencing the commerce world is discrimination. Discrimination can happen to numerous companies, schools and etc., in any case, discrimination can also happen in all business size. It applies to any activities that causes a worker to get unequal treatment. Discrimination is not just deceptive; in numerous cases, it is additionally unlawful. There are statutes to ensure representatives from discrimination based on age, sexual orientation, race, religion and many more. In any case, the sex and race pay crevices appear that discrimination is still a problem. Other common occasions of discrimination happen everywhere. I haven’t experienced any work yet so I will make my uncle’s experience as an example for me to further explain the point on the topic.

My uncle was working in a big company, he worked there as a guard. This uncle of was 52 years old, he has poor eyesight and then a year ago he got sick, the doctor of him said that he is a diabetic and it is something serious, diabetes was the reason why my uncle’s immune system got weak, his body was fine before, he looks healthy because his body doesn’t show any symptoms of an unhealthy body, but suddenly we have noticed that as days goes by, he looked thinner than his usual body so my auntie decided to take him to the hospital and check him up, after checking him the doctor confirm that it was diabetes said that he will need to rest for a while. To make the story short, my uncle rest for weeks then got back to work but then, someone in his company said to him that he should just rest and get retire from work since he was sick and said that his body shows that he can’t fulfill his duty anymore as a guard, my uncle got angry and tell to his co-worker that he can still work despite of his condition and age. He proved it to his co-worker, he proved to him that he is still the same when he was not sick, he can still fulfill his duty even in nightshift. My main point here is, everyone can discriminate or belittle you but you have to fight for your right not as an employee but as a human being.

Another ethical issue and problem in business and the corporate world is unethical leadership. Sometimes unethical leadership happens when the leader of an organization was eaten by greed that’s why it ended by harming others to make more profit. It also happens when leaders come up short to require the rime to consider the affect of their choices on the numerous partners included. Choices with unintended results can be fair as harmful as intentioned unethical choices. My example here is about the work of my mother.

My mother was working in a company, she is an English Secondary Language Teacher (ESL) there. When the pandemic was announced here in the Philippines, we all know that many employees lost their job and many companies have been shutdown due to lack company budget or profit. My mother’s company’s profit was getting lower each day until the company got bankrupt that’s why their company told them that they will not get their payment for the past few months and my mother and her co-workers didn’t let that pass so they filed a case regarding to the issue. I can say that it was an unethical leadership because they let their employees/followers lost their job and what the company did to them was unreasonable because as far as I know even when the company got bankrupt, a company with ethical leadership wouldn’t do that to their employees instead they will look for a better solution to pay them.