| Professional Ethics Page No. Chapter - 4 Chapter - 4 Provalclass Page No. Date: / /20 |
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| Chapter - 4 Date: 1 120 |
| Ocal white chart note: Kon berg's Model on |
| Cognitive Moral Development7 marks |
| 2.5 Territor Africasting SAT 1500 Landers |
| Lawrance Kohlberg suggested psychological |
| theory of moral development. Dases on |
| VANIAL MARKET MA |
| individual adapts in response to the questions. |
| Konberg suggested three main levels of mora |
| development. These are as follows: |
| 1) Preconventional level |
| 2) Conventional level. 3) Post conventional level. |
| 3) TOSCI CONVENCIONA (1) |
| 1) Preconventional Level :- |
| The most basic and original is this level in |
| which right conduct is considered as the direct |
| |
| benefits than an individual gets. |
| benefits than an individual gets. |
| 1) The individuals are motivated primarily by the |
| 1) The individuals gre motivated primarily by the desire to avoid punishment, without considering |
| Letteral Store of the Store of |
| The individuals are motivated primarily by the desire to avoid punishment, without considering the power or by desire to meet their own needs. |
| 1) The individuals are motivated primarily by the desire to avoid punishment without considering the power or by desire to meet their own needs. 1) This level is the level of development of all young |
| Desire to avoid punishment without considering the power or by desire to meet their own needs. Desire to avoid punishment without considering the power or by desire to meet their own needs. Desire to avoid punishment of all young children. |
| Desire to avoid punishment, without considering the power or by desire to meet their own needs. Desire to avoid punishment, without considering the power or by desire to meet their own needs. Desire to avoid punishment, without considering the power or by desire to meet their own needs. Desire to avoid punishment of all young children. |
| Desire to avoid punishment without considering the power or by desire to meet their own needs. Desire to avoid punishment without considering the power or by desire to meet their own needs. Desire to avoid punishment of all young children. |

- 2) Conventional Level 3-
- In this Tevel of moral development the norm's of one's family, group or society are accepted as the final standard of morality.
- 1) These norms represent authority hence adopted uncritically.
- The individuals are motivated by desire to please others and to meet the expectations of the society.
- > This theory state that most adults never mature much beyond this stage.
- 3) Post Conventional Level 8-
- This level is said to be attained when an individual considers the standard of right or wrong
- These individuals are called autonomous since they think for themselves and do not assume that customers are always right books mas
- Their motivation is to do what is morally reasonable for its own together with a desire to maintain moral integrity and self respect.

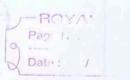
| × | Kohlberg's Six Stage Model of Cognitive Development: This model explains why people make different decisions in similar ethical Situations. |
|--|--|
| The same | Development :- |
| box-not | This model explains why people |
| P- | make different decisions in similar ethical |
| | situations. |
| | |
| 1) | The stage of punishment and obedience. |
| | |
| 2) | The stage of individual instrumental purpose and exchange. |
| 31 | and exchange. |
| | |
| 3) | The stage of mutual interpersonal expectations, relation ships and conformity. |
| e de la companya de l | relation ships and conformity. |
| | |
| 4 | The stage of social system and conscience |
| | The stage of social system and conscience maintenance. |
| | 하는 생물에 가장 하는 것 같아요. 그리고 있는데 이 보고 있어 생각하다고 있는데 그 없어야 하는 것이 없는데 없는데 그는데 나를 하는데 그 것이다. |
| . 5) | The stage of prior rights, social contract or utility. |
| ich ab | or utility some sale explana bulling |
| | |
| 6) | The stage of universal ethical principles. |
| Den Uz | then think los themelves and do not our |
| 100000 | that metomens - X X X thoise |
| NAME OF STREET | |
| | 15 Their motivations is to do what is morable |
| | A STATE OF THE STA |

| | Professional Ethics Just Provace and |
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| - | chapter -4 Chapter -4 |
| | |
| 00- | 2. Explain the limitation of Kohlberg's Model on cognitive Moral Development. |
| 20 | Model on cognitive Moral Development. |
| lesia | 13 LALE LEE BERGINELING SO OF LOWDING DYN THE MARKS |
| A make | One of the major limitations of this theory is its pocus on reasoning rather than on actual behaviour. |
| | tocus on reasoning rather than on actual |
| | behaviour. |
| | The state of the s |
| | The shows that children's moral reasoning and moral behaviour may be quite weak. |
| 1 | and moral behaviour may be quite weak. |
| | 433937 |
| | Children may have learned to say certain things about moral decisions at various ages but what they do is different. |
| | things about moral decisions at various |
| 196 | ages but what they do is different. |
| | |
| | People an place their own moral principles above the laws of the society they live in and the established laws of that country. |
| | above the laws of the society they live in |
| | and the established laws of that country. |
| | |
| A cont | It emphasizes justice to the exclusion of other |
| | values and so may not adequately address |
| | It emphasizes justice to the exclusion of other values and so may not adequately address the arguments of those who value other moral aspects of actions. |
| tad | moral aspects of actions. |
| THE REAL PROPERTY. | 10 |
| Acsen | The consideration of a set of cultural norms in one |
| | society without adequate consideration of how the |
| | same norms can effectively be applied to a |
| | The consideration of a set of cultural norms in one society without adequate consideration of how the same norms can effectively he applied to a different culture. |
| | · — x — x — · |
| | |
| | the state of the s |

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| | Chapter-4 |
|-------------------|--|
| 0:-3 | How personal value affect ethical decision making? -3 marks -3 marks |
| + | making ? -3 marks |
| 15 | For an individual to be considered as an ethical |
| - 1 M | decicion maker he needs to build doing crowners |
| Lexis | certain values |
| | |
| <u></u> | The Josephson Institute of Ethics proposed the |
| Spine | pollowing six pillars of character: |
| The Sign | * Trustwoothiness * Fairness |
| - 210 | * Respect * Caring * Citizen ship |
| | * Responsibility * Gitizen ship |
| | |
| - L | Personal values are the bedrock of ethics as they guide what a person considers good or bad. |
| - | quide what a person considers good or bad. |
| | |
| 12 | Values create the foundation for personal and societal judgement and action. |
| 1190 | societal judgement and action. |
| | |
| U | Values plays a central vole in ethical decision |
| A roll or | making. |
| | |
| | when we make decisions and take actions that |
| | honor our values, we are best able to maximize the top of satisfaction and fulfillment |
| The second second | honor our values, we are best able to municipal our feelings of satisfaction and fulfillment |
| | the state of the s |
| | 1 Reigni ad Jahren 18 1 Series For Sans |
| | · X X X |
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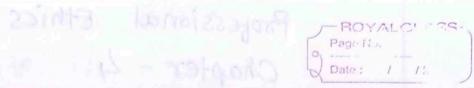
Professional Ethics Chapter-4



- Q:-4. Explain ethical decision making with cross holder conflicts and competition.
 - D) Barry proposed the following decision making rules regarding cases of conflicts
 and mixed effects:
 - Dehoose the more important obligation between two or more conflicting obligations.
 - 2) Choose an action of higher ideal when two or more ideals conflict or when ideals conflict with obligations.
 - 3) Choose the action that produces the greater good, or the lesser harm, when the effects are mixed.
 - These guidelines when used along with various ethical principles offer an acceptable solution to those decision makers confronted with the ethical dilemmas arising out of cross stakeholder conflicts and competition.
 - Therefore, ethical decision making has to be made against standards that are set by the use of moral philosophy.

· — x – x — ·

Professional Ethics chapter = 4 Date: 1 120 Dicision Making process 9 -4 marks Step-1 Identify the Decision:You realize that you need to make a decision. Try to dearly define the nature of the decision you must make. Step-2 Gather relevant information: collect relevant information before you make your decision. You will find it online in books from other people etc. Step-3 Identify the Alternatives :-You can use your imagination and additional information to construct new alternatives. In this step you will list all possible and desirable alternatives. Step-4 Weigh the evidence: Step-1 would be met or resolved through the use of each alternatives. Finally place the alternatives in a priority order based upon your own value system.



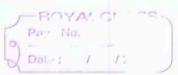
Step-5 Choose among alternatives :-Now you are ready to select the alternative that seems to be best one for you. You may even choose a combination of alternatives. enismodas ai salad triva Step-6 Take action :-You are now ready to take some positive action by begining to implement the alternative you choose in step-5. Step-7 Review your decision & its consequences: In this final step, consider the results of your decision and evaluate whether or not it has resolved the need you identified in Step-1. Dith below to create story public line

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| | Chapter - 4 Date: 1/20 |
|----------------|---|
| 0:-6 | Describe the advantages associated with ethical decision making3 marks. |
| | ethical decision making3 masks. |
| Maria District | The state of the s |
| | It helps to build customer loyalty. |
| | A STATE OF THE STA |
| 5 | It helps in enhancing a company's |
| - | reputation. |
| | To leave the search to tele some |
| | It helps in retaining good employees in |
| | business. |
| - 1> | The Later to the Control of the Contr |
| | It helps to create positive work environment |
| 2000 | in company. |
| | The helps of the state of the s |
| | It helps to avoid legal problems in |
| | company's management. |
| L | It helps in improving amplication I lampart |
| | It helps in improving productivity and teamwork |
| U | It helps to create strong public image. |
| | Journey Image |
| L) | To promote integrity among their employees |
| | and gain trust from investors and |
| | consumers. |
| | |
| | ·-X-X-, |
| | |
| | |

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| Q8-7. | Describe the reatures of Ethical Model |
|--|--|
| | Describe the features of Ethical Model for Decision Making Process7 marks. |
| | And much and distributors made as some |
| mer in | Various ethical models that guide |
| | bussiness decision making process are as |
| i at A | pollocos 8- de la la prode de la |
| | a Indianad that thought him eight i |
| 4 | Right Theories :- |
| * | These were advocated by Immanyel Kant |
| | and locke. |
| * | It based on the view that ethical decisions |
| | should protect the legal and moral rights that an individual is entitled to. |
| tod by | rights that an individual is entitled to. |
| | Harriston phonomy minters "inter-turbitions" |
| 5 | Justice Theories 8- |
| + | These were originally advocated by Greek |
| | These were originally advocated by Greek philosophers and more recently by Rawl. |
| | The Common Good Approach s- |
| * | It is based on the view that ethical decisions |
| The last of the la | Should result in a situation where all |
| | human beings are treated equally and |
| Aug of the second | in case some goe treated unequally. |
| sh. | It must be based on some defensible |
| 1 | |
| | measons. |
| | |

L) Utilitarianism :-

- * These were advocated by Adam smith,
 David Ricardo, Jeremy Benthem and John Mil
- This theory employs a teleological approach to ethics and asserts that behaviour or actions should be evaluated in terms of their consequences.

1) The Virtue Approach :-

that advocates that ethical actions should be consistent with certain morally acceptable virtues that would pare the way for full development of hymanity.

1) The Common Good Approach :-

that underlines the societal view that life in a community is good in itself and that it is every person's moral responsibility not only to contribute, but also to enrich it.

Professional Ethics chapter - 4 Q=8 How moral philosophies are used in Business Decisions? —4 marks Howal philosophies provide guidelines for determining how to settle conflicts and optimize mutual Strategies and resolving ethical issues. Ly Moral philosophies are useful for organizational culture, discipline, employee relations, public perception in business decisions. Lost present guidelines for determining how conflicts in human interests gree to be settled and for optionizing mutual benefit of people living together in groups. Is the philosophy of a company reflects its leader's values helping the business to feel more personal. 1) Some of the business philosophies of large companies are well known. .--X--X--

Professional Ethics - ROYALCLASS.

Chapter - 4 Date: 1 120 Q3-9. Which ethical model can be considered as best model for ethical decision making 9 -3 marks making 9 20 dg 20 MA Lister D) Utilitarianism is one of the most common and best model to make ethical decisions, especially decisions with consequences that concern large groups of people. If weigh the different amounts of good and bad that will produced by our action. 1) It is ethics of welfare. democratic system. Is the end justifies the means and actions are judged on the result not on the intentions or motives. X - X - ·