

## Отработка 4

### *What is business ethics*

Ethics are the basic moral ground rules, it is about right and wrong behavior with the preference to choose right over wrong. But what is business ethics and how is it any different from plain ordinary ethics? Business ethics refers to the standards and practices in the workplace setting, it includes societal standards of right and wrong. It also includes business ethical standards and circumstances and legal standards. But what is it about? For example, you can show up late for personal appointments, but not for work, you can't just borrow things from others at work without permission, it is considered stealing and of course you can't just say whatever you feel like saying in the workplace. In the workplace you are expected to play by the rules, abide by the law, be knowledgeable of right and wrong and give your best effort for the company.

### *Work ethics*

#### *Task 1 (page 1, ex. B)*

In my opinion, the three most ethical professions are a nurse, a teacher and a police officer. Nurses follow high standards of ethics, their responsibilities are caring for patients with various diseases, following all nursing standards, maintaining confidentiality and, of course, compassion, regardless of who the patient is. Teachers work with the younger generation. They play an important role in personality formation by acting honestly and supporting students throughout the school period. A teacher should be a role model for students. In turn, police officers must be impartial, they must follow all laws and regulations, despite external factors, because this is what allows them to ensure the safety of society, maintain order and protect citizens. At the same time, the least ethical jobs I can name are real estate agent, car sales executive and banker. These professions do not depend much on a person's personal qualities. The purpose of employees in these positions is to receive direct benefits when

working with clients. It brings them their own income and profit of the company, and in these areas, the benefit for the company is often placed above the desires of customers. This is not always the fault of the company or employees, because in these areas there is always a high level of competition, which forces companies to commit unethical acts. However, not all companies do this because of external factors. Some are willing to do anything for profit and their own benefit.

*Task 2 (page 1, ex. C)*

In my opinion, the least ethical actions are selling a defective product, nepotism and hiring people without the correct paperwork. Selling a defective product, for example, a used car offered for sale as new, deceives the buyer and can lead to serious consequences for both the buyer and the company. Such actions show that the seller puts profit above the security and trust of the client. Nepotism, or the use of your influence to get relatives to work, destroys the principle of equality and fair competition. This can demotivate other employees who believe that they are underestimated, as well as gradually destroy the company, because with this approach, many talented people will not be able to get the desired job, and the company will not get good specialists. Finally, hiring workers without the correct paperwork violates the law and can lead to unfair working conditions, including wage fraud. It also puts both business and employees at risk, because in the case of verification, the consequences can be serious for everyone.

*Task 3 (page 2, ex. Vocabulary A)*

1 trustworthy	law-abiding	<u>corrupt</u>
2 a slush fund	a sweetener	<u>compensation</u>
3 insider trading	industrial espionage	<u>disclosure</u>
4 <u>a whistleblower</u>	a fraudster	a con artist

5 <u><b>a bribe</b></u>	a bonus	a commission
6 fraud	secrecy	<u><b>integrity</b></u>
7 <u><b>a confidentiality agreement</b></u>	a cover up	a whitewash

trustworthy - заслуживающий доверия

law-abiding - законопослушный

corrupt - коррумпированный

a slush fund - фонд для взяток

a sweetener - взятка

compensation - компенсация

insider trading - инсайдерская торговля

industrial espionage - промышленный шпионаж

disclosure - раскрытие информации

a whistleblower - разоблачитель (доносчик)

a fraudster - мошенник

a con artist - аферист

a bribe - взятка

a bonus - бонус

a commission - комиссия

fraud - мошенничество

secrecy - скрытность

integrity - порядочность

a confidentiality agreement - соглашение о конфиденциальности

a cover up - сокрытие

a whitewash - отмывание

*Task 4 (page 2, ex. Vocabulary B)*

1. law-abiding
2. a slush fund
3. industrial espionage
4. a whistleblower
5. a bribe
6. integrity
7. a confidentiality agreement

*Task 5 (page 2, ex Discussion A)*

1. In this situation, it is necessary to carefully consider the qualifications of the candidate and his compliance with the requirements of the position of sales manager. It is necessary to take into account not only the opinion of clients, because first of all it is necessary to rely on the skills of the person who is applying for the position and observe the principle of equal competition. It is also important to discuss with clients the benefits that the appointment of a woman to this role will bring. And arrange a meeting to demonstrate her skills and approach to work. And finally, make a decision based on the required competencies, because this approach is able to ensure the development of the company thanks to qualified specialists.

2. In this situation, the company needs to review its salary policy in order to comply with its statements about honesty and ethical business behavior. Although paying at local market rates may be legal, it may not meet the standards that the company claims in advertising. It is necessary to increase wages for workers in low-income countries, because this will demonstrate care for people and strengthen the company's image. Compliance with an advertising company not only attracts customers, but also creates stability of processes in the company.

3. In this situation, it is necessary to support a colleague and keep in secret what she asked for. But it's worth discussing with her how she can handle the workload and perhaps offer help with her tasks. However, it is not necessary to fully fulfill all her duties, it is necessary to monitor her condition and, if necessary, convince her to contact the management to receive temporary support or adapt the workflow to her capabilities, because in medicine, patient safety always remains the most important thing.

*Task 6 (page 4, ex. E)*

1. responsibility
2. threats
3. corruption
4. regulation
5. peer pressure
6. transparency
7. controversial

***How Ethics Can Help You Make Better Decisions***

*- What is the story behind the speech?*

Michael Schur talks about what event in his life led to the fact that he began to study philosophy. Behind his speech is a story about a childhood in which he strictly followed all the instructions, as well as a situation in which he seriously screwed up. His wife hit the car in the stream and only a few days later the second participant in the collision demanded compensation. This situation occurred at the same time as Hurricane Katrina passed over New Orleans. Because of this, Michael Schur was nervous and arrived at a meeting with a guy, seeing only a slight scratch, he offered to transfer money on behalf of the guy to help from Hurricane Katrina, if he did not apply for compensation. After that, he started telling his friends about it, and then he started a blog,

thereby gaining a huge number of people who are ready to help if the guy who was in ignorance refuses compensation. It was after that that he had a feeling that he was doing something completely wrong, he began to strongly doubt that his small problem was worth all the indignation and negativity directed towards that guy. These experiences led Michael Schur to philosophy.

- *What were Emmanuel Kant's ideas? (2)*

Kant says, when we're about to do something, we have to design a rule or a maxim that we could will to be universal.

Kant also say, that you should treat people as ends in themselves, and not a means to an end, meaning, you shouldn't use people to get what you want.

- *Aristotel's? (1)*

Aristotle says there's certain qualities we should all have. Things like generosity, courage, friendliness and mildness, and he wants us to practice them every day, so that we not only have them, we have them in the exact right amount.

- *Utilitarians'? (1)*

Utilitarians only care about the results of our actions, they only care that we are creating more happiness and pleasure than we are pain and suffering. But utilitarians also said that when we're calculating the amount of happiness or pain we've created, we can't just think about the one person we're dealing with, we have to think about the fact that everybody in our society will now both know this happened and will fear that it could someday happen to them.

- *What was the outcome of a story?*

Michael Schur said that he called the guy. He apologized profusely, he told him the entire story. Guy was very kind and forgiving, which was an enormous relief for him. He told the guy he had already cut him a check, which was in the mail. Michael went back to the blog and told everybody the outcome. Most people, not all, but most of them, thought it was a pretty happy outcome.

He encouraged them to give money to the Red Cross anyway, and in the end, more than 25000 dollars was indeed donated.

- *What is the main message of a speech?*

Michael Schur concluded that, it sure felt like Jeremy Bentham and John Stuart Mill would be a little disappointed in him. And it sure felt like Aristotle would be a little annoyed, and it sure felt like Immanuel Kant would wave a disapproving finger at him. And if all of the world's greatest philosophers are on one side of a debate, and you are on the other side... You fucked up.

Understanding ethical theories is how we increase our chances of success at simply being human beings who have to negotiate with other human beings.