Choose *one* from the following ethical dilemmas to respond to and:

1. Indicate which ethical dilemma you are responding to.
2. Respond as if you are in the situation (role play).
3. Write a separate paragraph addressed to your instructor describing how you used the five ways of deciding (below) to respond to the dilemma and defend your choice using personal, social, and government concepts of ethics listed below.
4. Then post your response and defense to the discussion board.
5. Respond to at least two other classmates, either their response, their defense, or both. What did you find interesting or learn from their posts.

In order to receive credit for this assignment you must meet all the requirements. Please submit the PDF to Canvas.

#### 5 Ways of Deciding

1. laws or rules?
2. Corporate or professional codes?
3. History (especially records)?
4. What do colleagues think?
5. What would moral leaders do?

#### Concepts of Ethics

* rights and law
* justice: fairness
* utility: greatest good for greatest number
* care: compassion or tolerance for the individual
* environmental: how does it affect the environment

**Unethical Request from an Authority Figure**

You’re a division manager at a company that makes bicycles, and you just got the bad news: the boss is axing your line of bikes. “But don’t tell anybody,” he warns; if consumers find out, the bike will have to be sold at a steeper discount, since people don’t like to buy discontinued products.

Your supplier in Brazil doesn't know the line will be discontinued either; they’re still churning out bike parts. If you don’t tell them to stop, they’ll continue manufacturing—and every part they build tomorrow will be worthless. You relay this to your boss. “Do we have a contract with them?” he asks. They already filled your most recent contract, and you haven’t made a new one. “Then don’t tell them anything,” says the boss. “Act as if nothing has changed.”

**Unethical Request from an Authority Figure**

**Ways of deciding:** Professional code, what a moral leader would decide.

**Concepts of Ethics:** Justice (fairness).

**The Answer:**

“I understand you want to maintain our company’s finance healthy, after all it’s our job to work towards it.

I must say I do not consider this decision appropriate, customers tend to avoid discontinued products, of course, and even more if those products are going to keep the same prices, but what about the loss our provider will face?

In this case if we proceed as you want to there will be consequences with both customers and providers;

1. It’s important to keep a trustable image for all parties included, having transparencies issues could also hurt our finance.
2. When that happens, there’s no way everyone will not realize what we did.
3. Customers will untrust us.
4. Providers could either rise prices because of the risk of manufacturing for us, or take measures that won’t be very convenient.

Not everything is lost if we transparently communicate our decision:

1. Discontinued products also open us to another market, we can capture customers that are looking for something cheaper, and we’ll still get profit. It’s proved it works for so many companies in different markets.
2. Our brand trust won't decrease.
3. Being in a constant win-win situation with providers would help us to keep good relations, which can also contribute for credits or any other type of consideration if hard times comes.
4. We would not be transmitting bad practices to our staff, and if our employees keep their ethics and morale our company won’t struggle with internal issues that unethical behavior itself brings.

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My way of deciding was based mostly on professional code and what a moral leader would do. I consider that Fair practices are a commitment every institution or corporation should have, to their employees, to their customers, to their providers, and ultimately to the nation they run business in. Competition is demanding and constantly make managers and CEOs consider not only illegal but unfair procedures, that end up hurting at least one of the involved parties on it, sometimes even the same industry they operate in.